

# THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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MAY 13 1924

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MAY 2 1924

Established 1857

## Rohe & Brother

### Pork and Beef Packers and Lard Refiners

Curers of the Celebrated  
"REGAL" Ham, Breakfast  
Bacon and Shoulder.

Manufacturers of the  
Famous Brand "PURITY" Lard.  
Goods for Export and Home  
Trade in any Desired Package.

Export Office  
344 Produce Exchange

NEW YORK

Main Office  
527 West 36th Street

PACKING HOUSES:  
534 to 540 W. 37th St. 539 to 543 W. 39th St.  
547 to 549 W. 35th St.



## A TANKAGE DRYER FOR 20 YEARS' SERVICE

Hundreds of Triumph Tankage Dryers have seen more than fifteen years' service and a good many are close to the quarter century mark. You can expect Triumph Dryers to run for twenty years, and you won't be disappointed.

Bulletin 40 tells all about Triumph Tankage Dryers. Write for it.

### The C. O. Bartlett & Snow Co.

Main Office and Works: Cleveland, Ohio

## Morris' Sausage Casings

Guaranteed

To Pass

Government

Inspection

The quality and appearance of your product are assured by the use of our casings, since our complete facilities enable us to maintain a very high, uniform standard.

Careful selection, grading, sorting and inspection practically eliminate waste, hence our casings guarantee economy.

Write for prices and full information.

### MORRIS & COMPANY

Branch of North American Provision Co.

CHICAGO

Beef - Hogs

Sheep

A Complete Line

For Immediate

Delivery

Architectural  
Chemical  
Practical

## Service

To the  
Packing  
Industry

CHEMICAL & ENGINEERING CO. - Manhattan Building - CHICAGO, ILL.

"NIAGARA BRAND" Genuine Double Refined Saltpetre (Nitrate of Potash)  
and Double Refined Nitrate of Soda

BOTH COMPLYING WITH ALL THE REQUIREMENTS OF THE B. A. I.

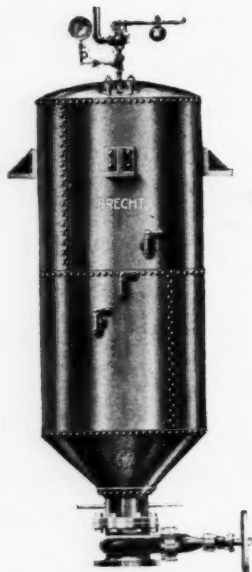
MANUFACTURED BY  
Established 1840

### BATTELLE & RENWICK

80 MAIDEN LANE  
NEW YORK

Handle Sheep Casings Right and Save Money Directions on page 28

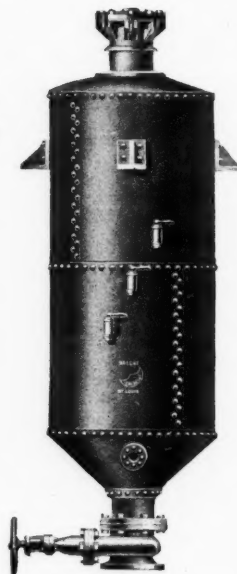
# Brecht Rendering Equipment



Profitable rendering requires the right kind of equipment. Brecht rendering tanks, slush tanks, vats, etc., will be found highly satisfactory for the rendering of lard, tallow, etc.

This equipment is constructed of high grade materials and is rigidly tested before shipment. It is made in a range of sizes to meet the requirements of either the small rendering plant or the large packing house.

Brecht equipment is built for sanitary and economical production. Whether you need only one piece or an entire plant, your order will receive the same careful attention. Prospective purchasers are invited to write us freely about their requirements.



*No matter what type of tank or rendering equipment you require, write us freely for further information. It will pay you to investigate the Brecht line.*

## The Brecht Company

1201 Cass Ave., St. Louis, Mo.

*Manufacturers of Machinery and Equipment  
Pertaining to the Meat and Allied Industries.*

New York  
174-176 Pearl St.

Chicago  
Monadnock Bldg.

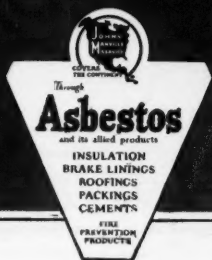
Buenos Aires  
Calle San Martin 235



Hamburg  
Albertstrasse 26-30

Liverpool  
R. W. Bollans & Co.  
6 Stanley St.

1853 We Keep Faith With Those We Serve 1924



*Johns-Manville Flooring installation in a large packing-house, Union Stock Yards, Chicago.*

## An Ideal Flooring for the Packing Industry

**J**OHNS-MANVILLE Industrial Flooring is used by the leading packers throughout the United States and Canada.

They use it because it is unusually clean and sanitary, waterproof, dustless, and odorless. Being a one-piece floor, it is easily and quickly cleaned.

It is also a floor that stands up remarkably well in service. It has just the right resilience and support-

ing strength to stand heavy, continuous trucking. This makes for strong wear with the least depreciation. Also it is not a slippery floor—an important advantage.

Specifications and full information of Johns-Manville Industrial Flooring for packing house and cold storage service will be furnished on request.

JOHNS-MANVILLE Inc.  
292 Madison Ave. at 41st St., N. Y. C.  
Branches in 68 Large Cities  
For Canada:  
Canadian Johns-Manville Co., Lt., Toronto



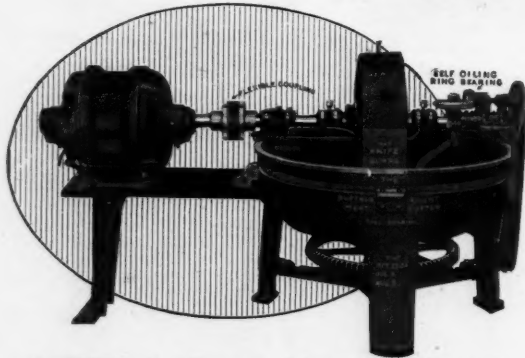
# JOHNS-MANVILLE

## Industrial Flooring



## Recent Shipments of New Model 43-B "BUFFALO" Silent Meat Cutters

with 7 knives. The Machine of Quality!



THIS is the machine the biggest people in the business buy. They know from tests and actual experience that the "BUFFALO" Silent produces a finer quality product and is built to last.

All Reliable Butcher Supply Houses sell "BUFFALO" Machines.

JOHN E. SMITH'S SONS COMPANY, Patentees and Manufacturers, BUFFALO, N. Y., U. S. A.

### ***"Buffalo" stands for Quality***

Ask any of these users why they put in a  
"BUFFALO"

Schonland Brothers.....	Portland, Me.
Havroneck Brothers.....	Yonkers, N. Y.
Fred E. Mock.....	Albany, N. Y.
Pearl Packing Co.....	Madison, Ind.
Northwestern Packing Co.....	Chicago, Ill.
North Packing Co. (Swift).....	Boston, Mass.
Swift & Co.....	Providence, R. I.
Routh & Co.....	Logansport, Ind.
Becker & Franz.....	Wilkes Barre, Pa.
Hopfensberger Brothers.....	Appleton, Wis.
Major Bros. Packing Co.....	Mishawaka, Ind.
Tri-State Sausage & Provision Co.....	W. Huntington, W. Va.

Send for Catalog of Our Grinders and Mixers



Produces a superior ham, cooking same in its own juice, thereby retaining the full flavor and valuable food vitamins. Eliminates the use of cord and cloth. Exclusively adopted by the largest American and foreign packers. Based on simple common sense principles. Can be worked by anyone.

Write for Details to

### **Ham Boiler Corporation**

1762 Westchester Ave. New York City

Represented in Great Britain by The Brecht Co., 6 Stanley Street, Liverpool, and 12 Bow Lane, London.  
South American Representatives: The Brecht Co., Calle San Martin 235, Buenos Aires.

## The Supreme Ham and Corned Beef Containers

With the Yielding Spring Pressure

Manufactured in nine types and twenty-eight sizes. Constructed of smoothly cast ALUMINUM, will not rust, are easily cleaned, and maintain their value in aluminum even after they have been discarded.

The yielding springs allow for the expansion and contraction while cooking, greatly reducing the loss from shrinkage. This saving alone pays for the containers over and over again.

Infringements will be prosecuted

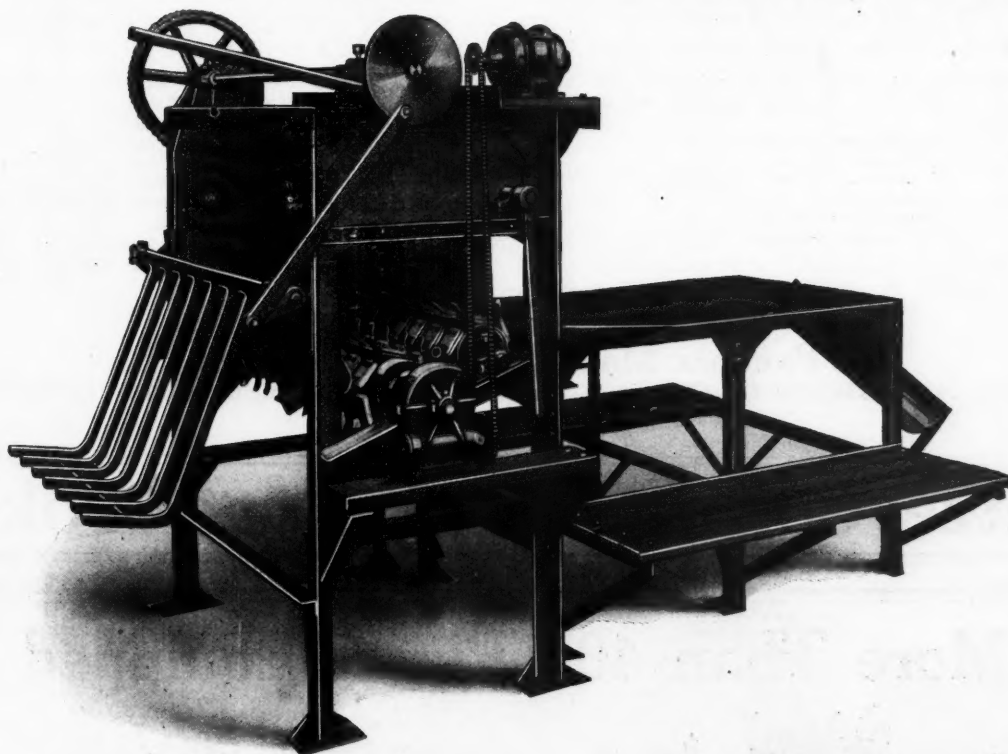


TYPE B BOILER. Made in 6 Sizes



# ANCO

## "ECONOMY" DEHAIRERS



**—Do Perfect Work from the Very Start!**

A letter just received from our representative on the Pacific coast reads as follows:

"You will be pleased to know that the 'Economy' Dehairing Machine recently installed at the Independent Meat & Provision Company of Los Angeles is doing most remarkable work, and they are very enthusiastic over it.

"The first day they put through 152 hogs in one hour and twenty minutes, and for a

while they were running at the rate of 150 hogs per hour.

"The machine absolutely removes every vestige of hair and scurf, so that there is nothing left to shave, and the heads are polished. There has not been a single toe to pull since the machine has been in operation."

*Write for Bulletin and Additional Information*

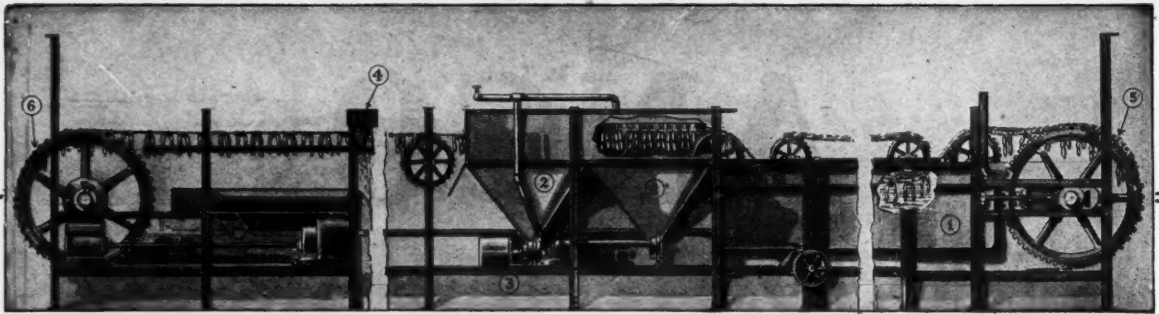
# THE ALLBRIGHT-NELL CO.

The Leading Packing House Machinery Manufacturing Establishment of the World.

General Office and Factory:

5323 So. Western Boulevard

CHICAGO, ILLINOIS



The only successful mechanical system for cooking sausage, has been made possible by the invention of the "HETZEL CONTINUOUS SAUSAGE COOKER."

The following advantages have been successfully demonstrated over all other methods of cooking sausage:—

**Continuous operation**  
**Economy in labor**  
**Positive uniformity of cooking**  
**Uniformity of color**  
**Reduced shrinkage**  
**No broken sausage**

Concentrates the cooking of all sausage in a tank approximately 10 feet long, up to a capacity of 4000

pounds of frankfurters per hour. Any kind of sausage can be cooked—capacity varying according to kind.

Sticks are placed on a chain conveyor which carries same thru cooking tank, direct from cooking tank thru cold water spray, then thru hot water shower. The conveyor passes a sufficient distance beyond the hot water shower to permit sausage to dry off before being removed.

Conveyor mechanism is operated by a 3 horsepower motor and can be varied in speed according to kind of sausage being cooked.

*For further particulars, prices, etc., address*

**The Packers Machinery & Equipment Co.**  
 1400 W. 47th St., Chicago - 1519 N. Eden St., Baltimore, Md.

*Manufacturers of the*

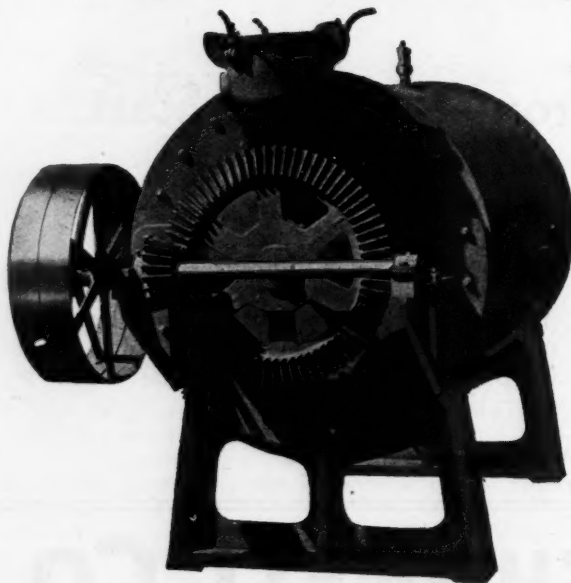
## Hetzel Continuous Sausage Cooker

**More Than 400 Plants Equipped**

with

**Rapid  
Fat Melter**

**for Dry Cooking**



*Manufactured by*

**WASTE SAVING MACHINE CO.**

1509 Real Estate Trust Bldg.

PHILADELPHIA, PA.

# We Never Rest—Till We Serve Best

## Harding's Continuous Dry Rendering System Patents Pending

Saves Labor, Time, Steam and does away with obnoxious odors.

Many Installations and Repeat Orders prove all that is claimed for it.

### President Charles G. Schmidt Lays Down Facts.

Myrick D. Harding of Armour & Co. has proved by his system how wide awake men benefit the Meat Packing Industry by their ideas, experiments and tests.

Give him credit for it and don't be misled by imitators.

**OUR NEW "BOSS" PRIME SYSTEM AND DEVICE** for Cookers and Melters does away with their darkening the material and produces dry-rendered grease and tallow, light in color.

Lard, Dry Rendered with "BOSS" PRIME SYSTEM, is highest grade.



## Jacketed "BOSS" Cooker With Heavy Reversible Agitator

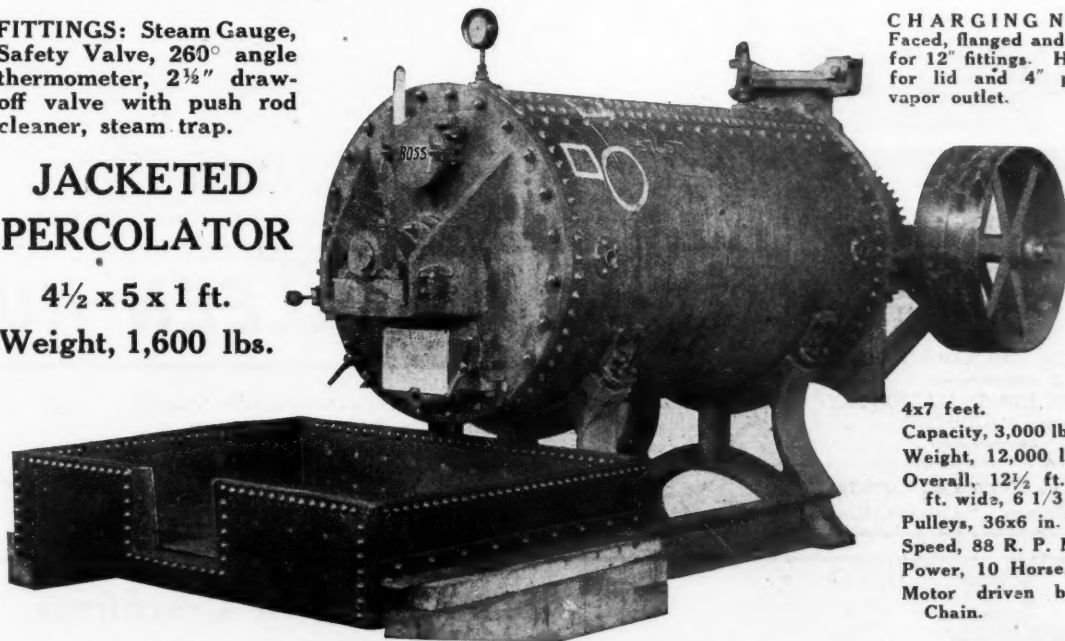
4x7 ft. Also 5x9 ft.  
Smooth Inner Shell.  
No seams. No Staybolts.

Tested and approved by The Fidelity and Casualty Co.,  
New York

**FITTINGS:** Steam Gauge, Safety Valve, 260° angle thermometer, 2 1/2" draw-off valve with push rod cleaner, steam trap.

### JACKETED PERCOLATOR

4 1/2 x 5 x 1 ft.  
Weight, 1,600 lbs.



**CHARGING NECK:** Faced, flanged and drilled for 12" fittings. Has lugs for lid and 4" plugged vapor outlet.

4x7 feet.  
Capacity, 3,000 lbs.  
Weight, 12,000 lbs.  
Overall, 12 1/2 ft. long, 6 ft. wide, 6 1/3 ft. high.  
Pulleys, 36x6 in.  
Speed, 88 R. P. M.  
Power, 10 Horse.  
Motor driven by silent Chain.

Bone Crusher, Gut Hasher and Washer, Grease Expeller and Presses of proper capacity furnished for Complete Outfits.

Purchasers we furnish Layouts and Directions. We also start equipments and teach their proper use to obtain most beneficial results.

We are at your Service for full information, also showing Systems in Operation.

## THE CINCINNATI BUTCHER'S SUPPLY CO.

CHICAGO BRANCH  
3907-11 So. Halsted St.

Killing  
Outfits

Manufacturers  
"BOSS" Machines

Sausage  
Outfits

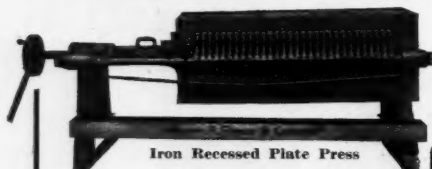
Factory and Main Office  
1972-2008 Central Ave., CINCINNATI, OHIO



## KLEEN KUP

The snow-white wood-fiber package—sells its contents. Gets attention — gains new customers. Keeps sausage meat fresh and clean. Appeals to the retailer and the housewife. Used by the majority of meat packers who appreciate the value of an attractive, practical package. Made in sizes holding from 2 ounces to 10 pounds. Samples for the asking

**Mono Service Co.**  
NEWARK NEW JERSEY



Iron Recessed Plate Press

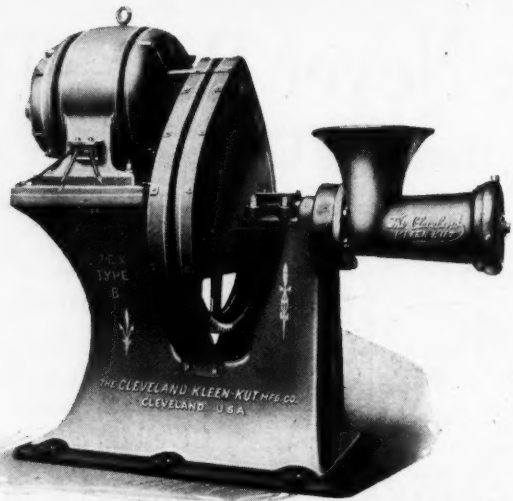
## Filter Presses

FOR LARD & OIL REFINERIES  
BEEF EXTRACT, GLUE &  
SOAP MANUFACTURERS

Tankage and Curb Presses

PACKING HOUSE MACHINERY  
AND EQUIPMENT

Write for Information and Prices  
**William R. Perrin & Company**  
Fisher Building Chicago, Illinois



## Power in Abundance



Cut the toughest of materials—cheek meat, beef palates, frozen meats, etc., without the slightest quiver in the steady continuous power delivered by this super-built KLEEN-KUT. The cylinder, feed screw and ring are exceptionally heavy. All bearings are phosphor bronze conserving power and enabling capacities of four to five tons per hour of such materials.

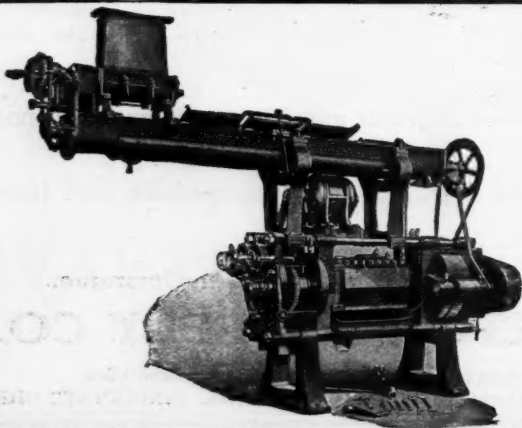
Possibly there are installations near to you, visit them, talk with operators and learn first hand what this No. 7E-X Cleveland KLEEN-KUT will do. Your expenses in man power, operating and maintenance costs might be considerably reduced.

THE CLEVELAND KLEEN-KUT MFG. CO.  
CLEVELAND OHIO, U. S. A.

# CLEVELAND KLEEN-KUT

Leading Butchers' and Packers' Supply  
Houses and Jobbers anywhere will  
gladly supply details.

Classified Ads bring quick results!



## More Profit in Cracklings

Cracklings made in the Anderson Crackling Expeller contain a higher percentage of ammonia and lower percentage of grease, and will therefore show a profit of approximately \$10 per ton over hydraulic-pressed cracklings.

Write for complete information

Manufactured by

**The V. D. Anderson Co.**  
1935 W. 96th Street Cleveland, Ohio

# Smokehouse Facts

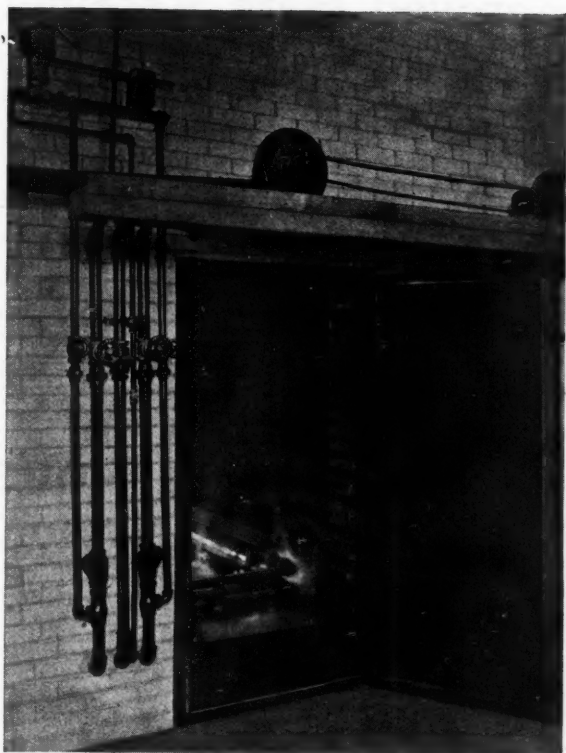


Illustration of Actual Installation

OUR method will produce *better results* in *less time* and at a *lower cost* than the old method of smoking meats.

The Automatic Heat Control assures results.

Kindly address all communications  
to our new address

Airoblast Corporation

3948 So. Hamilton Avenue

CHICAGO, ILL.

# AIROBLAST

*The Modern Method  
of Smoking Meats*

# PAILS and DRUMS

for  
**LARD**  
and  
**COMPOUND**  
Also  
Sanitary  
Key-Opening  
**MEAT CANS**

Containers of  
superior qual-  
ity at reason-  
able prices for  
prompt ship-  
ment.

**Wheeling Corrugating  
Company**

CAN DIVISION

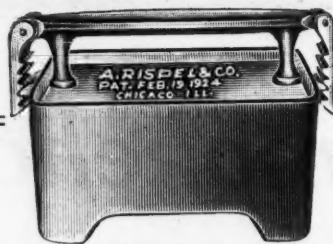
Wheeling - W. Va.

Van Dam St. &  
Nelson Ave.,  
Long Island  
City, New  
York

2547 Arthing-  
ton Ave.,  
Chicago, Ill.  
Transportation  
Bldg.  
Indianapolis,  
Ind.

Columbia Bldg.  
Columbus,  
Ohio

517 Dallas Co.  
State Bank  
Bldg.  
Dallas, Texas  
14th & Camp-  
bell Sts.  
North Kansas  
City, Mo.



Square Type H

Removable,  
Spring Pressure,  
Bottom

Bottom removes  
ham without tear-  
ing skin or meat

## An Improved Ham Retainer

*No tearing in removing—better shape*

The Automatic Aluminum Ham Retainer with movable spring pressure bottom which makes most perfect hams.

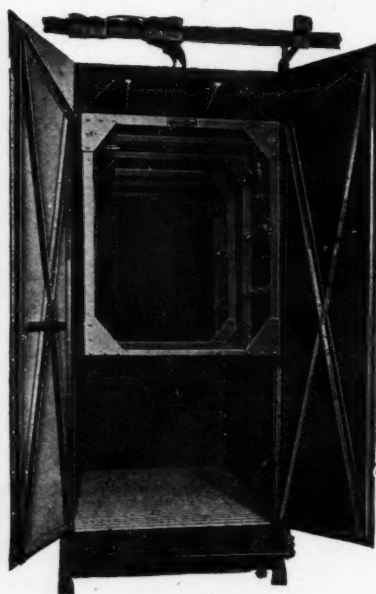
The only Ham Retainer which forces the ham out automatically when removing cover, without tearing the skin or meat.

Write now for details

**A. Rispel & Company**

1617 No. Winchester Ave.

Chicago, Ill.



## BRAND'S STEAM HOUSE

COOKS AND CHILLS FRANKFURTS,  
LONG AND ROUND BOLOGNA.  
ELIMINATES COLOR BILLS EN-  
TIRELY.

SAVES LABOR OF HANDLING.  
INCREASES PRODUCTION BY SAV-  
ING TIME.

USES LESS STEAM — POSITIVELY  
CUTS COAL BILLS.

SAVES SPACE AND GIVES GOODS  
BETTER COLOR.

**THE BEST THAT  
MONEY CAN  
BUY**

**M. BRAND & SONS, INC.**

DESIGNERS—MANUFACTURERS

FIRST AVE. & 49TH STREET,  
NEW YORK



Galvanized Sheet Steel Car

## L. O. KOVEN & BROTHER

154 Ogden Avenue Jersey City, N. J.

Manufacturers of Special  
Steel or Monel Metal Cars

Also

**Tanks Tables Sinks  
Chutes Flues**

and other sheet metal specialties



# The Consumer Decides— for you or against you?



**Y**OU are engaged in an endless battle of products—fighting for sales.

You exert every effort to convince the consumer of the merit of your product. You seek to make it easy to recognize and select it—once, and then again and again.

You brand your product.

Your brand properly lithographed on the right container prevents confusion and misrepresentation. It identifies your goods—permanently.

The lithography is vastly important to success in swinging consumer choice to your brand. Will you take advantage of this weapon in your battle?

Lithographing is a science and an art. Our experience is at your service.

Will you let us help you select the right package for your product, and apply our broad lithographing ability to your advantage?

**American Can Company**

NEW YORK

CHICAGO

SAN FRANCISCO

# American Can

CONTAINERS OF TIN PLATE • BLACK IRON • GALVANIZED IRON • FIBRE



## MEAT COVERINGS

All kinds of Stockinette  
and Knit Bags for

**BEEF**

**CALF**

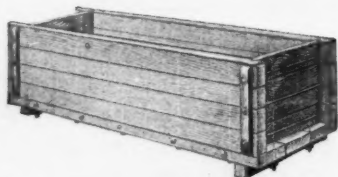
**SHEEP**

**HOGS**

*Write for  
Samples and Prices*

**The  
Adrian Knitting  
Company**

400-410 Water Street  
**ADRIAN  
MICH.**



## Vats and Tanks

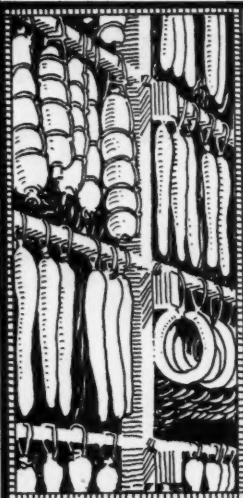
FOR USE IN MEAT PACKING  
AND ALLIED INDUSTRIES

We are in position to  
furnish all sizes Tanks and  
Vats for cooking, curing,  
soaking, chilling, and va-  
rious other uses. Furnished  
in either Cypress or Fir.

Prompt delivery assured.

**KALAMAZOO  
TANK & SILO CO.**  
Kalamazoo, Michigan  
Tank Builders Since 1867

# SUMMER SAUSAGE DRYING



The successful production of Summer Sausage  
has become a scientific art.

Those brands found on counters of select retail  
stores and demanded by the connoisseur are

### Air Conditioned

Summer Sausage Drying—with Webster Air  
Conditioning Systems—can be done during all  
seasons and a product unparalleled in color and  
uniformity assured.

Over 55,000,000 pounds of choice Dry Sausages  
produced annually by the aid of

### Webster Air Conditioning Systems.

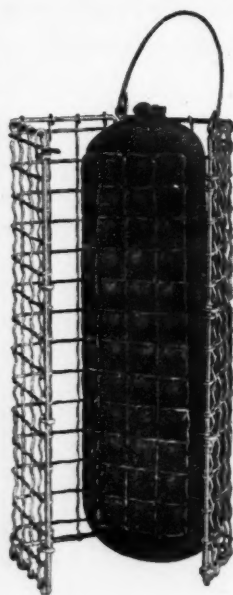
We install complete systems and *guarantee results.*

Send for literature.

"The Successful Systems are Webster Systems"

No. 2

**ATMOSPHERIC CONDITIONING CORPORATION**  
LAFAYETTE BUILDING, PHILADELPHIA. MONADNOCK BLOCK, CHICAGO.



## The Original Koch <sup>Patented</sup> Wire Sausage Form The Only Hinged Form

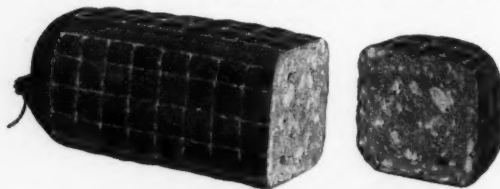
Opens up to remove sausage.  
Saves time in handling.  
Saves waste in torn casings.  
Insures better shaped product.

*Made in Square or Round Styles  
in any required size or mesh.*

Manufactured only by

**Western Butchers' Supply Co.**  
156 Fourth St. San Francisco, Cal.

FOR SALE BY LEADING BUTCHERS' SUPPLY HOUSES



## The Napier Machine Co.

*Manufacturers of*

### Hydro-Electric Sausage Stuffers

50, 100 and 200 pounds capacity

### Napier Air Stuffers

100, 200 and 400 pounds capacity

### Centrifugal Meat Choppers

1071 Power Ave.

Cleveland, O.

Headquarters for  
Packers' Genuine Vegetable Parchment and Waxed Papers  
**Kalamazoo Vegetable Parchment Co., - - - Kalamazoo, Mich.**

## The Ureka Ham Retainer and Press

is a complete unit for *economical* cooking and pressing of boiled hams.

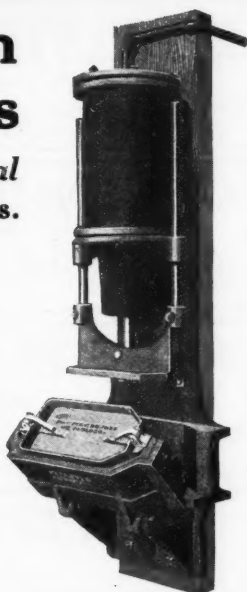
No waste to shank end



No cord or cloth used. Cooks hams in own juice, retaining flavor and taste.

Outlasts any retainer.

Press rented at nominal price.



Showing Press Open

Write for prices and further details.

**THE B. B. HANAK CO.**

169-171 No. Ada St.

Chicago, Ill.

## Building a Reputation

is a difficult task—but maintaining that reputation is just as difficult. It requires constant and definite effort to improve products, to develop them to meet demands.

Such effort has placed Foster Bros. Skinning and Boning Knives at the head of the list—the choice of the discriminating, the selection of the user who will and must have tools of the highest efficiency and utility.

Made in a number of different designs and sizes to suit all needs.

Write your supply house for full information and prices

**THE BRAND IS FOSTER BROS.**

**JOHN CHATILLON & SONS**

Established 1835

Manufacturers of Scales and Butchers' Supplies

No. 10C  
Skinning  
Knife

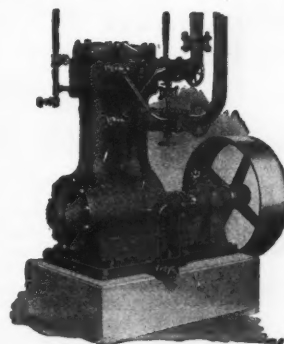
85-99 Cliff Street

New York City, N. Y.

No. 10E  
Boning  
Knife

*Vilter*

Refrigerating  
and  
Ice Making Plants



For the

**Meat Products  
Industry**

Horizontal Compressors  
8 tons capacity and up

Vertical Compressors  
1 to 18 tons

Complete Data Promptly Furnished

**The Vilter Manufacturing Co.**

Est. 1867

806-826 Clinton Street  
Milwaukee, Wis.

*In Spices, too, the Best Is The Cheapest*

**J. K. LAUDENSLAGER, Inc.**

612-14-16 W. York St.

Philadelphia, Pa.

Importers **SPICES** Grinders

**Butchers Mills Brand**

*35 years reputation among packers for quality*

If you are looking for help, refer to the Classified Advertisement page.



**BORCHMANN  
&  
STOFFREGEN  
Sausage Casings**

546 West 40th Street  
New York - N. Y.

**BECHSTEIN & CO. IMPORTERS AND  
CLEANERS OF  
SAUSAGE CASINGS**

CHICAGO: 723 West Lake Street NEW YORK: 50 WATER STREET  
LONDON: 5 St. Johns St., Smithfield, E. C. Telephone No. 1251 Broad

**'OPPENHEIMER CASING CO.**

Importers and Exporters of  
**SAUSAGE CASINGS**  
New York Toronto Buenos Aires CHICAGO, U. S. A. London Wellington

Sheep Casings  
Hog Casings  
Beef Casings

California By-Products Co.

IMPORTERS EXPORTERS

Main Office Eastern Branch  
2067 San Bruno Ave. 508 West 43rd St.  
SAN FRANCISCO NEW YORK

**M. BRAND & SONS  
SAUSAGE CASINGS**

FIRST AVE. AND 49th ST. NEW YORK

**S. OPPENHEIMER & CO.  
Sausage Casings**

Chicago, 2700 Wabash Ave. London, 47 St. John St., Smithfield  
Hamburg 8—Luisenhot' 73 Boulcott St., Wellington  
96-100 Pearl St., New York

Phone Plaza 1212

**INTERNATIONAL CASING CO.**

IMPORTERS AND EXPORTERS OF

**SAUSAGE CASINGS**

247 EAST 56TH STREET, NEW YORK

**EARLY & MOOR, Inc.**

Importers **SAUSAGE CASINGS** Exporters  
139 Blackstone Street Boston, Mass.

**J. LANG**

18-20 Gansevoort Street,  
NEW YORK CITY

Buyers at all times of RINGS  
also

HANKS of SHEEP CASINGS for  
Selecting Purposes

Tel. Rhirelander 4817

**THE AMERICAN CASING CO.**

Importers and Exporters

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A large number of the meat packers have found best results using our 99-84/100% PURE SALT in dry salting, pickle, hides and capping on account of no moisture—clean and white.

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## A GREAT LOSS

Is caused by the dirty, filthy, dangerous, disease-carrying fly. Flies are a menace to health and a nuisance to man and other animals.

The propagation of the skipper fly, as well as the house fly, can be prevented if the instructions issued by the Department of Agriculture in Bulletin No. 118, entitled, "Experiments in the Destruction of Fly Larvae in Horse Manure," are followed. Borax should be applied in markets, packing houses, stables, barns, etc. The directions issued by the Department of Agriculture for treating manure with Borax to kill fly eggs and maggots are as follows:

Apply 10 ounces of Borax to every 10 cubic feet of manure immediately upon its removal from the barn. Apply the Borax particularly around the outer edges of the pile with a flour sifter or any fine sieve, and sprinkle 2 or 3 gallons of water over the Borax-treated manure. The treatment should be repeated with each addition of fresh manure. Water should be added to garbage, street sweepings, etc., the same as in the case of manure.

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Made in four widths,  $\frac{1}{4}$ ,  $\frac{1}{2}$ ,  $\frac{3}{4}$  and 1 inch. Put up in coils of 300 feet; 20 coils packed in a case. Also manufacturers of corrugated fasteners and shipping room specialties.

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## "If You Don't Use Our Soap For Heaven's Sake Use Our Perfumes!"

"Of all the slogans used in trade,  
That any chap can make,  
Your 'Hook 'er to the Biler' one  
Does surely take the cake."  
So said the man who makes fine soaps,  
Perfumes and powders nice,  
"To get a slogan good as yours,  
We'd pay a goodly price."  
They advertised for yells like ours,  
All up and down the land,  
They came by scores, that one up there  
The judges said was "grand."  
Alack, Alas, it wouldn't do,  
'Twas "too infernal raw,"  
Our "Hook 'er to the Biler" yell's  
Refinement without flaw,  
Just like those "hists" we yell about,  
The best you ever saw!

### "Attach It to the Steam Generator"

(As the English Editor demanded we should say it if we expected him to admit our ad. to his paper.)

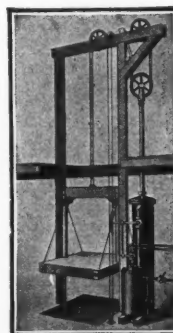
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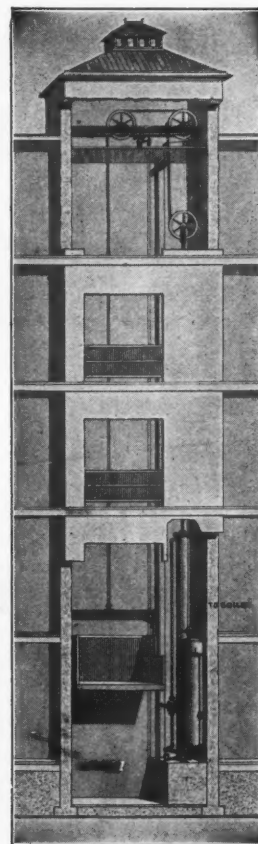


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Over 2000  
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instead of  
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*Try one lot of Backus  
Woven Boxes and see how  
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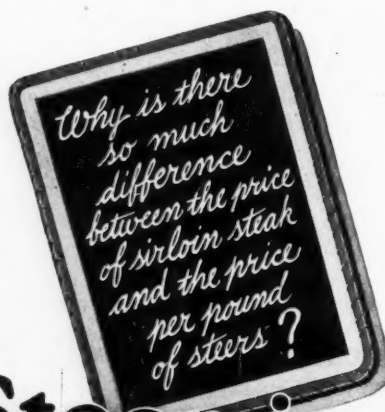
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and also the constant trouble  
and annoyance of ordering  
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# Many Ask This Question

Here is a published answer that will help every one in the meat business

This  
Advertisement  
Appears  
This Week  
in the  
Saturday  
Evening  
Post



## A Steer is not all steak!

What of the Neck, the Shanks, the Belly (Plate) and the Inedible Portions?

THIS is in answer to one of the questions most frequently asked concerning the packing business.

Let us consider the facts in detail. A good live steer, weighing say 1,000 pounds, consists of about 350 pounds of hoofs, hide, hair and other inedible parts. These are valuable as by-products; but, taken all together, they bring less than the cost of an equal amount of live steer.

About 500 pounds are so-called "cheaper cuts"—chuck, round, plate, brisket, shank and other edible parts

such as liver, heart, tongue, etc. Some of these, of course, sell for more than others. Still as an entire group, they, too, bring less at wholesale than the cost of 500 pounds of live steer.

That leaves 150 pounds of "choice cut"—loin steaks and rib roasts. Not a very great part of a 1,000-pound steer! If this third group did not sell for considerably above the cost per pound of the steer, the steer would not pay for itself.

Remember, too, that your retail dealer, when he buys a whole side of

beef, gets the plate, shank, neck, etc., as well as steaks and roasts. Since the former are usually difficult to sell, he must charge more than the average cost for the latter.

The packer—and likewise the retailer—would really prefer to sell choice cuts at less and "cheaper cuts" (since they are just as nutritious) at a little more—thus evening up. But the only practical way to price various cuts is according to the relative values placed upon them by the public—that is, as expressed through public preference and demand.

Maybe there is a question about the packing business on which you would like information. Won't you tell us what it is? Armour and Company wants its business well understood. That is the purpose of the series of advertisements of which this is No. 3.

**ARMOUR AND COMPANY**  
CHICAGO

Every  
month

in the Saturday Evening Post  
a similar question is answered

# THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

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Vol. 70.

Chicago and New York, May 24, 1924.

No. 21

## "Sell Right" Principles Are Simple

### Even the New Salesman Can Win if He Has the Goods and Sticks to His Price—An Object-Lesson

Which do you want most, volume or profits?

The extent to which packers, sales managers and salesmen have gone in their efforts to get volume is hardly realized—until the results are thrown on the screen.

In the mad dash for tonnage—in the effort to absorb all livestock offered and then push the product into consumption—packers in many cases have "slipped" in their sales policies and sales management to the point of giving away their goods.

They have not realized it until some striking object-lesson was put before their eyes to remind them.

Several such illustrations have been volunteered by packers and salesmen since this "Sell Right" discussion started in the pages of THE NATIONAL PROVISIONER.

Here is another. In his weekly letter to his salesmen a packer sales manager calls their attention to the contrast between two of their own number.

#### Two Salesmen Compared

One is a new man, only on the road three weeks. His tonnage was not large, but his sales took care of his share of expenses, and showed a profit besides.

The other was the company's "star" salesman—judging by volume. He sold nearly five times as much product as the other man, but his loss was ten times greater than the other man's profit!

Which salesman was more valuable to his firm? The man whose minus margin doubled as his sales increased? Or the man who got the price and showed the plus margin?

Another contribution to this "Sell

Right" discussion is the letter of a district sales manager to his men on "A Business Coward." The letter was written a year ago, but it hits the cut-price salesman just as if written yesterday, and it calls him the "business coward."

#### Courage in Salesmanship

The salesman who is enthusiastic for his house, his goods and their value (as shown in the price he gets) is a courageous salesman, and is bound to be a success.

Success breeds courage and in turn increases success. But a coward will never succeed, because he lacks the necessary courage to get a start.

There is no room in the successful organization for the cowardly salesman. He finds his place in the organization which lacks courage of its own in its business policy.

### Cut Under His Own Price! Sort of Salesman Who is a Typical "Tonnage Hound"

By a Sales Manager.

Editor THE NATIONAL PROVISIONER:

Here is a letter from one of our salesmen which shows they are reading the "Sell Right" discussion. He says:

"In regard to selling packinghouse products. In my estimation the field is full of so-called 'tonnage hounds' and order-takers, who have not the slightest idea of the cost of production or the cost of selling.

"In the last two months I have experienced the hardest time I have known in my selling experience. This is due to the fact that in most cases the salesman allowed the buyer to set his own price, and then the salesman cut his price in order to get the order. In other words, he bought the business.

What the Customer Said.

"I put the proposition to a customer, when he refused to buy at a very small

margin, and showed him my weekly sales report on margin.

The customer said: 'Boy, you are right, but I have 5 more chances, and I will buy at my own price.' And he did!"

### Listen to Mockingbird!

#### There are Still Managers Who Sing This Song

In the course of this "Sell Right" discussion THE NATIONAL PROVISIONER has printed extracts from sales letters sent by packer managers to their men. Some have been very constructive. Others might be called "de" instead of "con."

Here is a paragraph taken from the sales letter of the district sales manager for a big house only a week or so ago: He says to his men, on the subject of fancy bacon:

FANCY BACON 3/5 and 5/6—Leave nothing undone to produce heavy volume fancy bacon business on these two averages. We have given you every opportunity. When forced to meet competitors' prices, do so without any hesitancy.

### Tonnage vs. Profits

#### Startling Comparison of the Work of Two Salesmen

Here is an example of "Sell Right" that any salesman can appreciate.

A packer sends THE NATIONAL PROVISIONER his latest sales letter, in which he compares two of his men on the basis of the previous week's sales.

One, a new man, stuck to his price list. Like the salesman whose confession was printed in THE NATIONAL PROVISIONER a few weeks ago, he lost tonnage but showed a profit.

The other, a "star" salesman on volume, sold five times as much as the other man, but his losses were ten times as great as the other's profits!

The sales manager employing these two men believes in calling a spade a spade. And he is enthusiastic over the "Sell Right" campaign of THE NATIONAL PROVISIONER. Here is what he says:

Editor THE NATIONAL PROVISIONER:

We are enclosing you our sales letter



of May 14th to our salesmen, which shows how we appreciate the work you are doing. We are not only following your articles, but we are co-operating with you in the work.

#### A Letter to Salesmen.

The sales letter follows:

TO ALL SALESMEN:—

Enclosed is a reprint of the "Sell Right" campaign inaugurated by THE NATIONAL PROVISIONER, which we are sending you along with your weekly profit sheet.

We are very much impressed with the truths embodied in this issue, and we want you to take this reprint and thoroughly digest it. Do not throw it away, keep it in your pocket and it will not hurt you to read it over, every night, until you let every fact therein thoroughly soak in.

We are especially impressed and want to call your attention to the article written by the salesman who had the nerve to reform, and we hope that you will take the facts he has presented to you in his case and use them to your advantage and to our profit, as we certainly cannot continue as we have been going along—and neither will any other packing house under the sun!

In our last letter to you we emphasized the fact that it was necessary for this house to make more profit in order to cover our overhead, which consists of your salary, our salaries here and all other expenses connected with the operation of this business. It is obvious that we will have to discontinue selling goods on a tonnage basis, for it does not matter how much or rather to what point you bring your tonnage, unless the profit goes with it, then we must necessarily show a loss.

#### Two Salesmen Compared.

We wish to avoid comparisons and dealings in personalities as much as we possibly can, but to illustrate the point we have been trying to make we want to show you a case that is before our eyes on our last week's report.

We have one young man whom we have just started out on the road. He has been out about three weeks, and his tonnage for last week was only 7,272, but his gross profit was sufficient to take care of his prorated share of overhead expense and showed a small profit.

On the other hand we have before us one of our heaviest men, with a tonnage of something like 32,000, and his loss amounted to about ten times as much as the profit that was made by the other man.

Now then, the idea is just simply this:

If you cannot make a profit over and above the amount of overhead expense, there is no chance for your weekly report to ever show anything but a loss, and this in turn means a loss to the company.

We want you to take THE NATIONAL PROVISIONER reprint that we are enclosing and apply its teachings to yourselves, and see if you cannot bring up your work, and at the same time bring this company out of the kinks.

Yours very truly,

SALES DEPARTMENT.

### Cowardice or Courage? Qualities That Make or Break a Packer Salesman

Here is a letter to packer salesmen that is a classic. It was written a year ago by a manager for a big house, and its points apply today with particular aptness.

Sales managers who talk like this—and back it up!—are bound to have a successful sales force, and show plus margins along with their tonnage.

His subject is "A Business Coward," and he says:

#### A Business Coward.

A business coward is a man who is afraid of competition, has not got nerve enough to meet legitimate competition with a smile.

The old saying is that competition is the life of trade. This is certainly true in more respects than one. If you did not have competition you would become dormant, you would not have any enthusiasm, you would not study the art of persuasion.

You always have had and always will have strong competition. Your route is no different from the other man's and unless you can meet this competition in a graceful manner and procure your business by the art of persuasion and the enthusiastic confidence in your line, you are a failure.

#### The Cut-Price Coward.

Another type of business coward is a man who thinks that he has to cut the price to sell his goods, and one who thinks that he always has to shade his price to procure an order. This is a bad type, and one who is dangerous to the house he represents.

A man who follows these tactics is short of enthusiasm and has not got the confidence in his house and in his products that he should have.

This certainly is food for thought. Have you confidence in your line and the confidence in your house that you should have to make you a real booster? If you have, you will think and will not systematically cut prices to obtain business, but will go out with enough enthusiasm and real energy to sell your goods at your price list.

#### Success Breeds Courage.

Nothing is so satisfying as success. Nothing makes a man's self respect stand out so prominent in his line as success, whether he be selling goods or using a shovel.

You absolutely cannot be a success if you are a business coward, and afraid to ask the price for the goods that your

house asks you to get. So this reverts right back to the proposition of being afraid of competition.

To avoid being a business coward, go to your trade selling your products strictly on their merits, and in the service which you can guarantee your customers.

Forget all competition. Regard your competitor as insignificant, and don't be afraid to take the stand against your competitor on legitimate business lines.

Sell your products for quality and service.

#### "Quality and Service" Motto.

Get the price that your house asks you to get, and live in the sale of your products and your own personality.

If you are not convinced that you have got the best line and the best proposition to offer your customer, investigate and find out just where you stand. Nine chances to ten you will find that the error lies in you.

You cannot go wrong in being full of enthusiasm. Cultivate it, nurse it, because it is the dynamic power that drives you on to success.

Stop, look and listen. Take an inventory of yourself.

Are you a business coward? Are you afraid of your competitor? Are you afraid to ask the prices which your sales manager has gotten out, which are legitimate prices and well in line for high-class products?

#### Which Will You Be?

Remember that a business coward will ultimately be a failure, and the good, enthusiastic, real salesman that believes in his line, believes in his house, fears no competition, and is willing to ask the price that his goods demand, will be a success.

Which shall you be? Candidly, we are looking for the enthusiastic salesman who will apply knowledge, sound judgment and good reasoning facilities. You have got to put your heart and soul in to the game to be the right kind of man.

Understand, we have no place in our organization for pay-day hunters and business cowards. We may have some, but we do not need them in this organization, and such fellows are going to be forced to migrate.

Decide now whether you will be a success. You can be a real, successful salesman if you so desire. Think it over and try it out.

Yours for results,

SALES MANAGER.

### Stand for Price and Quality Hopes to Convince Those Wrong On Question of Selling By a Small Packer.

Editor THE NATIONAL PROVISIONER:

We wish to take this means of congratulating your good paper on the articles you are publishing weekly entitled "Sell Right," as we believe you are on the right track. You express our sentiments in every article you publish, and we believe it will bear fruit—if you keep it up!

As you well know, the principal trouble is not so much with the big packer as the small packer that is desperate for business, and will give his product away in order to keep the big packer from securing the business, and at the same time selling his product at a loss.

We sincerely trust you will keep on with your articles, and by so doing believe you can convince quite a number that they have been wrong when it comes to the question of selling, and convert them over to the side of price and quality.

Yours truly,

SMALL PACKER.

### Volume With Profit

Which cuts the larger figure in your business, volume alone or profit alone?

Why spend money processing goods which you are going to sell at a loss?

In the effort to be the producer's friend, has the packer forgotten himself entirely? Just how long can he use up his surplus cash keeping up with the procession, unless his salesmen show a profit?

The goal to which good salesmen work is volume with profit. If they must make a choice it is "profit," and "volume" is shoved into the back-ground.

The company with a majority of such salesmen is the company that weathers the storms.

## Bookkeeping for Retail Meat Shops

### No Need For Elaborate Methods— Why It Is Necessary To Keep Books

It costs the retail meat dealer 19 per cent of his gross income to conduct his business, according to the studies recently made on this subject. The average profit is five per cent.

With margins as narrow as these, the retail meat dealer must keep thoroughly posted on his expenditures and sales.

The only sure way to do this is to keep books.

No elaborate system is needed—but some system must be used!

In a series of articles, of which the following is the second, Roy C. Lindquist, who assisted Dr. Horace Secrist of Northwestern University in making his studies of costs in retail meat shops, will discuss practical bookkeeping in the retail meat shop.

The first article, which appeared May 17, told why a retail meat dealer should keep records. The following article tells how to separate and classify income and expense:

### How Should the Butcher Separate and Classify His Income and Expense?

By Roy C. Lindquist.

Records of a business have little value unless the important sources of income and items of expense are separated under proper headings. A certain dealer whom the writer visited was quite proud of his records.

"Sure I keep books," he said. "Here's my system. On one side of this book I put what I take in and on the other what I pay out. Perfectly simple, isn't it?"

#### Records Too Simple.

"Simple" is just the word to use in describing his system for that is its only good point. And yet this can hardly be called a good point. Records must be more than just "simple," otherwise they are almost worthless.

This butcher entered all kinds of income in the "Receipts" side of his book, including cash values, collections from customers, rents from property he owned, etc. On the "Paid Out" side went merchandise bought, all store expenses, payments on loans, fixtures, building expenses and money taken out by himself and family.

What a grand way to save trouble and time in keeping records! Such a system gives this man very little useful information in guiding his business. If he wanted to know what margin he cuts out of his meats, how could he tell? Likewise, how could he tell what the cost of doing business is and the net profit? He would not know what net income came from the store and what from the real estate.

#### Records Too Complicated.

It is very true that he could get these items of information from his present records if he wanted to spend a good bit of time in picking out and classifying the various items of income and expense. But this would be too much trouble for him and so he lets the matter drop.

By classifying the income and expenses as he enters the items each day he could get this desired information quickly. There are many butchers today who keep their

records in a very similar way to this man's.

#### Why Separate Items?

What are the main reasons for keeping separate the different items of income and expense? They are:

1. **The proprietor can keep a better control over the business.** By separating the sources of income the dealer will know the volume of sales of the business proper, the gross income from other sources, as well as the net profit of each of these. By classifying the expenses, he can keep a close watch over them.

The first step in keeping down expenses is to know exactly how much each one amounts to. These amounts can be compared with previous periods and thus the butcher can tell which item needs special attention. Of course, there are certain expenses as rent and wages (in the small shop) which seldom change and over which the proprietor has little control. But over the other expenses (including wages of the larger shops) the butcher has more or less control.

### "Simple" Bookkeeping

"Sure I keep books," said one of the men Mr. Lindquist called upon. "On one side of this book I put what I take in, and on the other what I pay out. Simple, isn't it?"

That is a "simple" method, all right, but it falls down on you when you really want to know anything about your business.

In this article, the second of a series, Mr. Lindquist tells how to go about it to have accurate and easily kept records of your meat shop at all times.

2. **The Income Tax report can be filled out quickly and properly.** What a lot of worry is caused many butchers in filing the Income Tax report because they have not separated the important items of income and expense. The writer knows several dealers who spent many nights or Sundays pouring over their crude records, trying to find out how much they paid for merchandise, wages, ice, wrapping, etc., during the past year.

Such difficulties vanish when the various accounts are kept separate during the year. The Income Tax Department requires this separation of accounts and a butcher who does so should feel quite proud that he can give Uncle Sam a complete and accurate report of his business.

3. **The butcher can take full advantage of the recent cost studies made of the retail meat business.** This refers especially to the study just completed by the Bureau of Business Research of Northwestern University. Without question this study is the best of its kind made of the meat business.

By classifying his own accounts the dealer can compare his margins, important expenses, etc., based on a percentage of sales, with those of the trade. The writer knows many butchers who have received direct benefits by comparing their figures with the average. One dealer cut his wage expense from 18 to 12 per cent of sales. The final report of this Bureau can be had by any butcher for a small sum by writing them at Chicago, Illinois.

#### Avoid Red Tape.

In keeping income and expense accounts separate the writer wishes to repeat what was said in the first article; that is, no unusual burden or red-tape should be involved. This should be done in as simple and automatic a way as possible. The butcher is not in the meat business just to keep books.

In the following classification of accounts given, the writer has tried to make his suggestions as practical as possible. All the accounts and instructions given naturally do not apply to every store, but the writer's intention is to meet the conditions of most stores and the reader can pick out the suggestions meeting the needs of his own type of store.

The income accounts should be separated as follows:

#### 1. CASH RECEIPTS.

Cash sales.

Collections from charge customers.

(These should be treated separately where the charge business is fairly large.)

Rentals from buildings.

Miscellaneous income.

(This would include additional cash invested in business, proceeds from loans, interest and dividends from investments, etc.)

(Continued on page 50.)

## To Tell About the Merits of Meat

Member companies of the Institute of American Meat Packers will receive within a few days samples of a series of new leaflets dealing with the merits and superiorities of meat as a food.

The Institute proposes to issue a new leaflet every month, and will offer them to its members at printing cost. They are designed for insertion in cartons, wrapped goods, invoice envelopes, and for distribution in other ways.

It is expected that many of the packing companies will purchase quantities of the leaflets each month for such uses as those mentioned and for distribution to their retail customers, who in turn will redistribute them to the consumer.

By these means the public will become better informed about the true food value and healthfulness of meat, which should lead to increased meat consumption.

The size of the various leaflets will be  $3\frac{1}{4} \times 6\frac{1}{4}$  inches, so that they will fit in the ordinary small envelope.

The plan for issuing this series of leaflets was approved at the joint meeting of the Institute's Executive Committee and Committee on Trade Extension, called some time since by President Charles E. Herrick. These first sample leaflets, according to a statement from the Institute, are intended to demonstrate the general character and appearance of the series which is to be issued.

### In Popular Style.

Although in general the material will be based on authoritative scientific literature, it will be rewritten in popular style for the leaflets, and will be of a sort that the consumer will read with interest.

One of the most positive and favorable statements concerning the truth about meat which has been made by any authority is presented in the reprint entitled, "They Say." The statement was originally printed in a New York newspaper as one of a series of comments by well known men on important topics. Vilhjalmur Stefansson, famous arctic explorer, is the author of the statement. He says that, out of eleven and a half years in the Polar Regions, he has spent three thousand days on a 100 per cent, meat diet and has yet to feel the first twinges of rheumatism, or any traces of gout or premature old age, and that his blood pressure is normal. In a few words, he explodes many of the false charges about meat which the industry has had to combat.

The three other leaflets are entitled, "The Meat We Eat and What Happens to It," "The Palatability of Meat," and "Meat as a Source of Body Building Protein."

### Digestibility of Meat.

"The Meat We Eat and What Happens to It" is based on an interesting article, entitled, "Food We Eat and What Happens to It," which was written some time ago by Philip B. Hawk, and printed by Harper Brothers. The leaflet states that meat is highly digestible, owing to the fact that the stomach reacts favorably to it. The leaflet goes on to describe how the stomach reacts to the various kinds of meat and to meat cooked in different ways.

Regarding the latter question, the leaflet says: "As for the method of cooking which makes meat most easily digested,

experiments made with chicken indicate that it is digested first. The experiments were made with both fresh and cold storage fowl. Roast chicken proved to be the next easiest to digest, while stewed and fried chicken took the longest time."

In discussing the time required for digesting well-done, medium, and rare meat, the following information appears in this leaflet: "The question of whether well-done, medium or rare meat is the most quickly digested has been worked out through experiments on beef. The results show that there is not very much difference, certainly not enough to cause any preference outside of other considerations. Rare roast beef, however, won out by leaving the stomach slightly sooner than medium cooked roast beef, which, in turn, preceded the well-done variety by an equally short margin. The difference is hardly appreciable."

The leaflet says also that the stomach responds more quickly and more decisively to meat than to any other class of foods, and closes with this paragraph: "Other interesting observations have been made on the digestibility of meat and always with the same conclusion, that meat digests satisfactorily and favorably, as compared with other foods, thus indicating that meat has an important place in the diet." This statement is especially interesting in view of many of the misstatements which have been broadcast concerning the digestibility of meat.

### How Meat Tastes.

"The Palatability of Meat" presents a short summary of the excellent qualities of meat as a food. It tells of the many ways in which meats may be prepared and mentions several humanitarian and social properties of meat which will multiply its importance and desirability in the mind of the reader. This article refers to meat as being 'attractive, zestful, and savory' in one place, and elsewhere as a food of 'compelling palatability,' and a 'powerful influence to warm the cockles of the heart and to arouse generous sentiments.'

This booklet will not contain more than four pages, and can and will be read

## Meat Diet as T. B. Cure

The successful use of pure meat juice in the treatment of tuberculosis patients is reported by Prof. Charles Richet in a paper read before the French Academy of Science, Paris, on May 19th.

Prof. Richet experimented with dogs inoculated with the tuberculosis bacillus in this new method of treatment. The dogs fed meat juice were cured, while those receiving no meat juice succumbed to the disease.

Of 250 patients in a sanatorium in France, 100 took Prof. Richet's treatment and 150 did not. In a period of two months the 100 made an actual gain in weight, while the other 150 lost steadily throughout the period of experimentation.

Prof. Richet advocates the use of raw meat for tuberculosis patients. He has carried out conclusive experiments on dogs which show that those fed raw meat have far greater resistance against the ravages of the disease.

easily. It presents meat from a new and attractive angle.

The fourth leaflet, "Meat as a Source of Body Building Protein," discusses the value and nature of the protein found in various foods, especially meat, and starts off with these significant statements. "One of the most important reasons why meat has come to be considered such an essential element in the diet is that it contains liberal amounts of protein. Protein is the food property which builds up body tissue and increases energy output. Meat is a good source of protein, because animal proteins are complete; that is, they contain all the different building stones (called amino acids by the chemist) necessary for the proper upbuilding of the human system."

### Do Not Overeat on Meat.

One popular appeal in this leaflet is presented in the statement that people who rely on meat for the major source of their protein are much less liable to overeat than those people who use vegetable proteins.

In this connection the leaflet says: "While it is difficult for anyone doing heavy physical labor to overeat, owing to the fact that the energy consumed in this sort of work requires large quantities of fats and carbohydrates, as well as protein, the office worker or housewife whose labors are not so strenuous is very apt to overeat if vegetables are used as the only, or the major, source of protein."

The theory that animal proteins are especially apt to give rise to unhealthy disorders during the digestive process is exploded by reference to observations from comparisons between animal and vegetable proteins which show that there probably is more danger from this sort of ailment when vegetable proteins are used.

### Should Do Much Good.

The Institute and the members of its committees who are familiar with the contents of the booklets feel that they should be very favorably received by the industry as well as the consumer. By passing in many cases through the hands of the packer, his salesman, and the retailer before they reach the consumer, this information should do much to leave a fund of valuable information about meat and its nutritive value with members of the meat trade and thus improve their understanding of the merits of their very essential and healthful product—meat.

As stated previously, members of the Institute will be given opportunities to purchase quantities of these booklets. As far as possible, all orders will be consolidated and members will obtain the advantage of lower prices which accompany quantity printing.

### MEAT ESSAYS JUDGED.

A committee consisting of three of the most distinguished home economics leaders in the country convened in Chicago on May 22nd to judge the thousands of manuscripts submitted to the National Live Stock and Meat Board in its contest among girls in high school departments of home economics throughout the United States.

A series of cash prizes are offered for those writing the best essays on meat and its use and submitting four recipes.

The judging committee consisted of Dr. Louise Stanley, chief of the Bureau of Home Economics, U. S. Department of Agriculture; Dean Anna E. Richardson, of Iowa State College of Agriculture; and Miss Marie Sellers, of "Pictorial Review."

The results of the contest will be announced by the National Live Stock and Meat Board over the radio on Thursday, May 29th.



# Still More Truth

Here are some more TRUE statements:

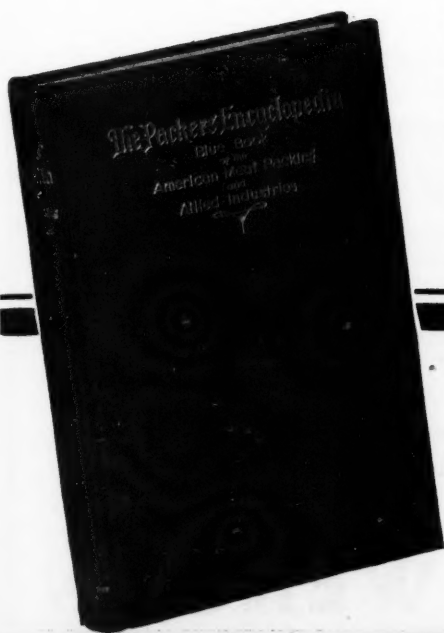
Packers seem to like the TRUTH better than fancy words. Let's illustrate some more good, commonsense, sound reasons why THE PACKERS' ENCYCLOPEDIA ought to be on your desk.

Ask yourselves this question: **What Is Your Shrinkage on Boiled Hams? What Should It Be?**

How do you know you are not losing from 1% to 5%?

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## Chapter One:--CATTLE

Breeds of Cattle  
Market Classes and Grades of Cattle and Calves  
Dressing Percentages of Cattle  
Beef Slaughtering  
Beef Cooling  
Beef Grading  
Beef Loading  
Handling of Beef for Export  
Beef Cutting and Boning  
Plate Beef  
Mess Beef  
Curing Barbeled Beef  
Manufacture of Dried Beef  
Handling Beef Offal  
Handling and Grading Beef Casings  
Handling Miscellaneous Meats  
Manufacture of Beef Extract  
Manufacture of Oleo Products  
Tallow  
Handling of Hides

## Chapter Two:--HOGS

Breeds of Hogs  
Market Classes and Grades of Hogs  
Dressing Yields of Hogs  
Hog Killing Operations  
Hog Cooling  
Shipper Pigs  
Pork Cuts  
Curing Pork Cuts  
Smokehouse Operation  
Ham Boning and Cooking  
Lard Manufacture  
Hog Casings  
Edible Hog Offal or Miscellaneous Meats  
Preparation of Pigs Feet

## Chapter Three:--SMALL STOCK

Market Classes and Grades of Sheep and Lambs  
Sheep Killing  
Sheep Dressing  
Sheep Casings  
Casings from Calves and Yearlings

## Chapter Four:--INEDIBLE BY-PRODUCTS

Inedible Tank House  
Blood and Tankage Yields  
Tankage Preparation  
Digester Tankage  
Tallow and Grease Refining  
Manufacture of Glue  
Bones, Horns and Hoofs  
Handling Hog Hair  
Catch Basins  
Cost and Return on By-Products

## Chapter Five:--MISCELLANEOUS

Sausage Manufacture  
Meat Canning  
Animal Glands and Their Uses  
Packinghouse Chemistry  
Packinghouse Refrigeration  
Packinghouse Cost Accounting  
Location of Packing Plants  
Construction of Packing Plants

## Chapter Six:--VEGETABLE OILS

Vegetable Oil Refining  
Compound Manufacture  
Winter Oil  
Hydrogenation of Oils and Fats  
Manufacture of Margarin

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**THE NATIONAL PROVISIONER**  
Old Colony Building CHICAGO

## Little Change in Australian Meat Prices

### Argentine Competition Strong—Other News

(Staff Correspondence of The National Provisioner)

Brisbane, Queensland, April 12, 1924.

No appreciable difference has been obtained in the meat situation in Australia. Nor is there any in immediate prospect, referring, of course, to the price question.

The seasonal conditions are much improved. The rains have caused a great supply of feed over the whole country and cattle and sheep are fat to the extent of export condition. This is starting the meat companies in Queensland on beef, and most of them have now commenced operations.

#### Slaughters May Increase.

If the favorable conditions continue it is possible that the numbers of stock coming to the plants will be much above the last few years, provided of course that it pays the packing plants to operate. The companies in the south and central portions of Queensland have been offering 22s 6d for best and 20s for second quality bullocks. The price in the northern division is probably below those amounts.

The peculiarity of the situation is that beef is so much required for the markets in the other states that purchasers for that trade are offering more than the packing plants can offer for export. For instance, the owners of abattoirs in New South Wales recently made a contract with the Queensland State Government to take 10,000 of its bullocks at about £9 10s per head, delivery to extend over a period extending to August.

These bullocks may be taken at about 700 lbs. per head, which would work out above the export price. In view of the prices to be obtained in the overseas markets the export companies cannot afford to compete on such lines.

#### Look to Eastern Markets.

The trade is likely to follow the ordinary routes. At present there is a tendency to look more to the Eastern markets, particularly Japan and China; but a

recent statement made by an Anglo-Indian has directed attention to the possibility of Australia also supplying India with a good deal of meat.

But the prospect is still somewhat vague concerning both the Eastern market and the possibilities in Europe. No one in Australia pretends to be able to read the future; many of them look on the appearances as black, others take a more roseate view and say that as things have been bad before and have righted themselves they will probably do so again. This is more optimism than sound reasoning.

The scheme that was proposed for creating a central board to look after propaganda and to manage matters generally on behalf of the trade has not made the headway expected, and it looks now as if adverse interests will kill it. As explained previously the scheme depended on the governments of the States owning the largest number of stock passing legislation to permit a levy to be made on their stock to carry on operations. In the meantime, the Federal Government is financing the scheme.

#### Hard to Raise the Money.

Queensland passed the legislation, but provided that it should not become effective until the other States had passed similar bills. In New South Wales the matter was referred to a Parliamentary committee, which has been obtaining evidence that is not at all favorable to the proposal. It is argued by most of the witnesses who are specially interested in the subject that as the State of Queensland owns most of the cattle—New South Wales goes in mainly for sheep—and the scheme is one to stabilize beef prices only. The owners of cattle in New South Wales would really be subsidizing a scheme to benefit the cattle owners of Queensland.

If this view is taken by the committee, and in turn by the State Government, it looks as if the Federal organization will break down and the whole industry will resolve itself into its former constituent parts and fight its battle on individual lines.

Since the reported outbreak of rinderpest in Western Australia—it has since

been stamped out—some restriction on the importation of Australian beef has been levied by Belgium and Germany. Nevertheless, it is believed in Australia that no great difficulty would be experienced in sending cargoes of beef to Germany, and indeed to several continental countries, if the question of finance could be overcome.

It is said that there is a persistent inquiry for Australian beef for Central Europe. Actually one cargo was sent to Hamburg and the embargo was lifted while it was there and reimposed as soon as the cargo was landed.

#### Live Cattle From Argentina.

A firm in Antwerp which has been importing live cattle from the Argentine, a trade that has been interrupted by the outbreak of foot and mouth disease in that country and Uruguay, has been inquiring concerning the possibility of obtaining live cattle from Australia. The order is pretty high (in weight) for Australia—300 bullocks of 1,200 lbs. live weight. A guarantee of £20 per head is mentioned.

The freight from the Argentine has been £5 per head and £2 for fittings, the latter of which is sold as dunnage on arrival. Fodder is carried free. It is said that the cattle have even gained weight on the trip. The offer runs to about 600 head per week. The matter has not assumed any definite shape at present; but it must be remembered that the great distance from Australia makes the question of transportation a big one.

In this connection, one of the meat companies operating at Brisbane has just purchased cattle which will have to be shipped 1,200 miles before they reach the plant! This looks something like a record for Australia.

#### Competition From the Argentine.

In previous letters stress has been laid on the view taken in Australia concerning the competition by the Argentine. The Australian Meat Council recently commissioned Mr. H. P. Williams, a well-known agricultural journalist, to investigate this question abroad, and he has now supplied a most pessimistic report to the Council, in which he says:

(Continued on page 44.)

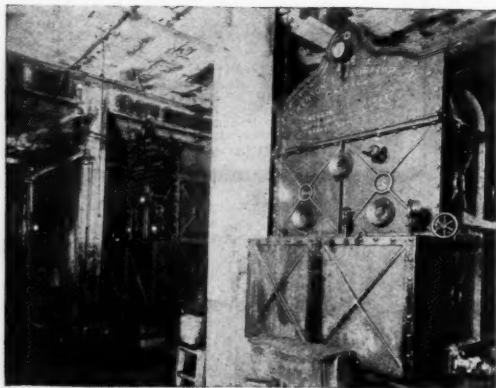
#### NEW YORK LIVESTOCK.

Receipts for week ending Saturday, May 17, 1924 are as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City .....	4,738	12,527	9,521	14,251
New York .....	801	5,464	23,891	2,202
Central Union .....	3,986	1,464	.....	13,079
Total .....	9,615	19,455	33,412	29,532
Previous week .....	8,919	14,749	37,269	37,687
Two weeks ago .....	8,368	18,437	33,534	30,980

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Chicago and New York

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## Protecting Inefficiency

Some years ago the large packers found  
that they could considerably reduce their  
selling and carrying charges on meats and  
meat products by selling canned goods as  
well.

So efficient were they in the quality of  
goods furnished, in the service rendered,  
and in the price charged, that their busi-  
ness rapidly grew to such proportions that  
the wholesale grocers of the country be-  
came uneasy.

As the grocers appeared unable to ren-  
der the type of service given by the large  
packers and, having no legitimate weapons  
with which to fight their competitors, they  
raised the cry of "monopoly," wept on the  
shoulders of the politicians, and succeeded  
generally in poisoning the mind of the  
public against these packers.

In a mistaken notion that a voluntary  
agreement to divest themselves of unre-  
lated lines would assure the public of their  
good intentions, these packers agreed to  
the filing of a consent decree in the federal  
courts, and proceeded as soon as possible  
to close out their contracts with producers  
and to cease their business in canned  
goods.

When the results of this agreement be-  
came apparent, both the producer and  
consumer suffered. The producer had a  
more limited and less remunerative mar-  
ket for his fruits and vegetables, and the  
consumer was forced to pay a higher price  
for his goods.

This was the result of doing away with  
what competitors were pleased to call a  
"monopoly."

In an effort to restore the market they  
had lost, fruit and vegetable growers peti-  
tioned to have the decree set aside, and  
recently their petition has been supple-  
mented by efforts of packers in the same  
direction.

At the annual convention of the National  
Wholesale Grocers' Association, held in  
Dallas, Texas, this month, the president  
of the association pointed out that even  
if the big packers can distribute more  
economically than the 4,000 wholesale gro-  
cers, it is not good politically or economi-  
cally to permit such a "monopoly."

The old cry. For whom is it not good  
economically? It is good for the pro-  
ducer and it is good for the consumer.  
But it is not good for a small group of  
antiquated middlemen, the wholesale gro-  
cers. Hence, from their viewpoint, the  
public should continue to be saddled with  
the price of their inefficiency.

The grocers' remedy is to become as  
efficient in distribution as are the packers.  
Then there will be no question of the com-

petition that kills even a suggestion of  
monopoly.

The opportunity is theirs. It has been  
theirs from the beginning, but they have  
not seen fit to grasp it. Instead they want  
to hide behind the skirts of legislation.

They promise to fight to the finish  
the effort to annul the consent decree. Is  
this fight to take on the aspects of the  
one they waged half dozen years ago, when  
the assistance of the Federal Trade Com-  
mission, the politicians and others was  
sought and secured?

Is there any significance in the fact that  
this same wholesale grocers' president  
recently tried to get one of his men ap-  
pointed to a place on the Federal Trade  
Commission? Are these middlemen really  
trying to "play Uncle Sam for a sucker"?

## Retail Book Keeping

There are probably few businesses so  
greatly in need of simple systems of cost  
accounting as are retail meat stores.

The meat dealer knows what he buys,  
and whether or not he has sold all he  
bought. He knows—in his own mind—  
when he took less for his product than he  
should have, and when he sold at a fair  
margin of profit.

But this knowledge does not enable him  
to accurately estimate all the expense and  
loss that must be taken into consideration  
at all times, if he is to know where he is.

In the series of articles on "Bookkeeping  
for Retail Meat Shops" now appearing in  
THE NATIONAL PROVISIONER, some very per-  
tinent reasons are given as to why meat  
dealers should keep books. Every retailer  
should read them, for he will find un-  
answerable arguments for establishing a  
system at once or for improving the one  
he already has.

The need for systems of cost accounting  
in every industry is becoming increasingly  
apparent. All large concerns have elabo-  
rate systems of cost accounting, but many  
small businesses have very slipshod  
methods, or none at all.

So important has this matter of accurate  
accounting systems become that the  
Chamber of Commerce of the U. S. A.  
has made thorough investigations and now  
announces the development of a new plan  
for the conduct of cost accounting activi-  
ties within individual industries.

The Chamber regards it as of import-  
ance that cost accounting principles be de-  
veloped that may be applicable to any  
business within an industry. Such appli-  
cation would be advantageous to all en-  
gaged in that industry, as there would  
be a better knowledge of cost, and compe-  
tition would be on a better informed basis.



# PRACTICAL POINTS FOR THE TRADE

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## Handling Sheep Casings

Sheep casings are a valuable article today, and money may be saved by careful handling. The following inquiry is from a foreign subscriber:

Editor The National Provisioner:

I would like to get some information in regard to handling of sheep casings, and would appreciate it very much if you could furnish it.

Following are some general directions for the benefit of the inquirer.

**Pulling.**—If you wish to utilize the entire small gut, you pull from the narrow or stomach end, otherwise you pull from the bung gut end. The former method has the advantage, because as the manure runs out from the narrow end to the wide end, you will not be so liable to break the gut. In pulling, furthermore, you will keep your set clean, so the ruffle fat may be used afterward.

First, break off the bung gut end, then turn the set with left hand and begin pulling from the stomach and right at the sweet breads. Twenty-five sets are pulled at one time.

Be careful in pulling, according to the strength of the gut. After pulling about one-half of the entire set, strip the pulled ends into a tub of ice water, tie the ends in a knot, hang this knot on a stick in water and then begin pulling the other half of set. Then strip and put them in the same tub with the rest.

After an hour or so the guts are stripped over into a tierce of ice water, with some knots or heads, and chilled therein overnight. The following morning they are soaked in clean water—cold water in the summer and luke warm in winter—and may be kept thus soaking from forty-eight hours to one week. The longer they stay in this water the softer the slime will become. If they are still hard at the time of sliming, add warmer water or let them soak longer.

**Cleaning.**—In general, hog casings soften quicker than sheep casings. For cleaning, use warm water. If you clean by hand with a scraper, start from the center of the head (that is, 25 strings) to the narrow end, then from the center to the wide end. If you are not to save the narrow end, start from the wide end and scrape until you see that you run into the next grade.

For cleaning, use an absolutely straight piece of black walnut board or maple board, and arrange tubs just as if you were cleaning them, and attach your grader to the cleaning board. This saves the trouble of letting water run through them after cleaning. If you use a machine for cleaning, this is, of course, not possible.

In cleaning by machine, first clean the ends and then let the rest run through single track. In machine cleaning, the slices are removed on a black hardwood board in a sliding position by hanging the strings on a hook.

**Grading.**—After cleaning, the casings are graded as follows:

Narrow,  $\frac{5}{8}$  to  $\frac{3}{4}$  inch.

Medium,  $\frac{3}{4}$  to  $\frac{7}{8}$  inch.

Wide,  $\frac{7}{8}$  inch and upwards

Extra wide, 1 inch and upwards

**Curing.**—Then they are cured and bleached overnight in a mild pickle of 50 per cent. If it is intended to keep them longer in pickle, make it 90 per cent 100 per cent strong.

Salt in rough salt like hog casings, and put up in one pound hanks or bundles, or by yardage. Drain in salt for two or three days; then salt them over with fresh salt. The finer grade of salt is apt to turn the pickle.

**Sheep Bung Caps.**—Sheep Bung Caps are taken off 2 inches from the round gut hole and washed out with warm water running through a perforated, backward sliding pipe, so that the manure may run off easily. They are then put into ice water and thoroughly chilled, and salted in perforated tierces overnight. Next morning the salt is partly shaken out and they are packed in tierces, 50 pieces to a bundle.

**Sheep Bungs.**—The full length of the bung is saved and cleaned in the same way. After chilling, the fat is scraped off. It is then turned in warm water and the slime removed. Then put into cold water, shake out and salt in perforated tierces overnight. Next morning the salt is shaken out and 25 pieces tied in a bundle. They are then resalted and packed in a tierce. They are to be 24 inches long, free from holes and well-cleaned.

## Short Form Hog Test

Do you know each day how your hogs "cut out"?

Do you know how to figure all operating charges and expenses so as to get at your cutting profit or loss per day or per cwt.?

THE NATIONAL PROVISIONER'S revised Short Form Hog Test enables you to keep track of this each day.

If you want a supply of these test forms for daily figuring fill out the following and mail it at once:

The National Provisioner,  
Old Colony Bldg., Chicago.

Please send me .... copies of the Short Form Hog Test for daily figuring.

Name. ....

Street. ....

City. ....

Single copies, 2c; 25 or more, 1c each; quantities, at cost.

## Holding Hams and Bacon

The following inquiry is from a packer and curer in Michigan:

Editor The National Provisioner:

I would like to know the proper temperature for a ham and bacon holding room after the hams and bacon have been smoked and wrapped.

We consider the most suitable temperature for a smoked meat hanging room to be about 60 degrees.

The inquirer would also like to know the proper temperature for a ham and bacon holding room after the hams and bacon have been smoked and wrapped. It is the object of most packers to avoid as far as possible, carrying smoked meat wrapped. On the contrary, they endeavor to keep the product moving while it is strictly fresh.

Hams and bacon that have been wrapped and stored in any temperature do not have the appearance of the freshly-smoked goods when displayed on the counters. Trade will always give preference to the fresh product, which is more attractive in every way.

If for any reason you are compelled to wrap and store meats to make up a carload shipment, where it would require several days to accumulate, then the product should be first wrapped in rag paper, with parchment paper for outside wrapper, and carried in a cooler temperature.

But it is a mistake to carry in cooler temperatures and attempt to supply the trade that will later display the product in show cases, as it will not compare with the product that has been shipped promptly from the smokehouse hanging room.

In various sections of the country smokehouse products are stored in natural temperatures and shipped as promptly as possible after smoking.

Special arrangements should be made in regard to screening the windows and doors of the smoked meat hanging room as a precaution against the skipper fly.

## Freshening Smoked Hams

The following inquiry is from a subscriber in Michigan:

Editor The National Provisioner:

Is it possible to freshen a smoked ham that is too salty?

It is a difficult task to overcome saltiness after the ham is smoked. This is a matter that should be given special attention in the soaking process, before the ham is smoked.

Full directions for soaking and smoking hams and bacon have been printed on this page. Copy of these directions may be obtained by subscribers upon application to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

What are the temperature requirements in the hide cellar? How do temperatures affect shrinkage? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

## Soft Summer Sausage

The following inquiry comes from a sausage maker in the Middle West:

Editor The National Provisioner:

Could you give us information on the process used in making soft summer sausage in the summer time? We shall be glad to have recipe and directions.

Following is a formula and method for making soft summer sausage:

Formula:

50 lbs. beef trimmings  
10 lbs. beef cheeks  
20 lbs. beef hearts  
10 lbs. ox lips  
10 lbs. fat pork trimmings or S. P. ham fat  
100 lbs.

The pork trimmings must be strictly 100% fat, free from lean, muscle or tissue.

Seasoning:

3 lbs. 10 ozs. salt  
10 oz. granulated sugar  
8 oz. black pepper  
4 oz. nitrate of soda

Grind beef trimmings and hearts through 7/64 in. plate of hasher. Grind beef cheeks and ox lips through 7/64 in. plate twice. Grind pork trimmings or S. P. ham fat through 1/8 in. plate of hasher once.

Put meats all together in mixer, add seasoning, and mix for about six minutes. Then put in cooler at temperature of 36° to 38° F., spreading on shelves in layers of about eight inches thick. Knead meat on shelves by hand to make compact and exclude air.

If there is any condensation in the cooler, the meat should be covered with oil paper. Allow meat to cure for about 48 hours on shelves in this manner. Then remove from shelves and put through mixer for about two minutes. Then take to stuffing machine.

Strict care must be taken in filling the stuffer so as to avoid air pockets.

Stuff in narrow to medium beef middles; select casings, wide ends to be thrown out. Stuff casings to full capacity in order to avoid shrivelling of product.

When casings break in stuffing the meat is to be put back in trucks and mixed thoroughly with other meat before putting back in machine.

After stuffing, take to cooler and hang over night, or about 24 hours. Then dip in brine (100 degree strength) at temperature of 200° F. One stick to be taken at a time and held in hot brine while "three" is counted.

Then take to smokehouse and smoke, using hardwood sawdust, at temperature of 75 to 80° F., for about 36 hours, using a slow cold smoke with ventilators closed. Temperature is then to be gradually raised from 90° or 100° for about 6 hours, or until product is firm and shows good color.

Take out of smokehouse and hang close together on trucks, or bank in manufacturing room, or in natural temperature where it will not be subject to draft, which will cause the sausage to wrinkle. Allow to hang for about 24 hours before shipping.

Practical points appear every week in the advertising pages, as well as here. Do you know where to look?

## Mould in Sausage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

Write to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, for directions for preventing mould in sausage. Send a 2-cent stamp for the reprint on "Discoloration in Sausage."

## SWISS WANT CANNED MEATS.

Except for canned meats the consumption of imported meats in Switzerland has taken a decided slump, imports to-day being less than a quarter of what they were in 1913. Switzerland's unfortunate experience during the war convinced the people in an unpleasant manner of their dependence on foreign meat products and stimulated the development of their livestock industry in such proportions as their limited supplies of fodder would permit.

A little over 2,000,000 pounds of ham, bacon, canned and frozen meats, and meat extracts were purchased last year by Switzerland, the bulk of the pork coming from Italy and Germany, says Assistant Commercial Attache J. F. Butler, Paris, France, in a report to the Department of Commerce.

Over 20 per cent of the total quantity of such meat products were imported direct from the United States, but on a value basis such imports were only 10 per cent of the total. Choice products from Italy and Germany constituted the largest items on a value basis. All frozen meats were imported from Argentina; that country also supplying over one-half of the canned meat, the United States supplying less than one-fifth.

The only bright spot in the import situation at present is the market for canned meats, which has about reached a pre-war basis. Inasmuch as prices of live cattle in Switzerland are now very high, there is a bare possibility that import requirements might increase. Importers are also hoping that prices of imported meat may drop to a point which will permit them to compete on better terms with the home production.

In the meantime special attention is being given to canned meat products, such as lunch tongue and ox tongue, the market for which should continue good during the year.

## Production and Sale of Casings

brought to the maximum with my Sales and Service combination.

It will pay you to investigate. Address

**ROY L. NEELY**

Broker of Casings Exclusively

602 Webster Bldg. Chicago, Ill.  
Cable Address "ROLESNELY"

## Making Bockwurst

A sausage maker in the East writes as follows:

Editor The National Provisioner:

I would like to have a receipt for Bockwurst, and to know how it is made and handled.

The following formula may be used for Bockwurst:

Meats:

35% boneless veal  
65% reasonably lean pork trimmings, to run about 65% lean and 35% fat.

Seasoning:

6 oz. ground white pepper  
4 oz. granulated sugar.  
1½ oz. ground mace  
1 oz. ground cloves  
Teaspoon lemon extract  
1 doz. raw eggs  
8 oz. chives  
1 gal. cold milk.

Grind fresh veal and fresh pork trimmings through 3/8" plate of hashing machine. Weight off in proper proportions, and put in silent cutting machine. Chop the veal first for about one minute, then add the lean fresh pork trimmings and chop all together for about two minutes additional.

Be very careful not to chop the pork trimmings fine enough so that they will render to grease. The consistency of the product should be about the same as for high-grade frankfurters.

Add the eggs, cold milk and seasoning in the silent cutting machine when chopping.

Product is usually stuffed in sheep casings, and is unsmoked and uncooked, and is generally sold locally and in a strictly fresh condition. As this product is highly perishable, it should be made only when needed to fill orders.

In the olden days, when John Barley-corn was alive and active, large quantities of bockwurst were manufactured at this particular season of the year. At this day and age the demand has lessened considerably.



## PUTS MORE PROFIT IN SAUSAGE MAKING

Temperature control that is positive throughout the various cooling stages of sausage making can be accomplished by Baker System Refrigeration at a phenomenally low cost.

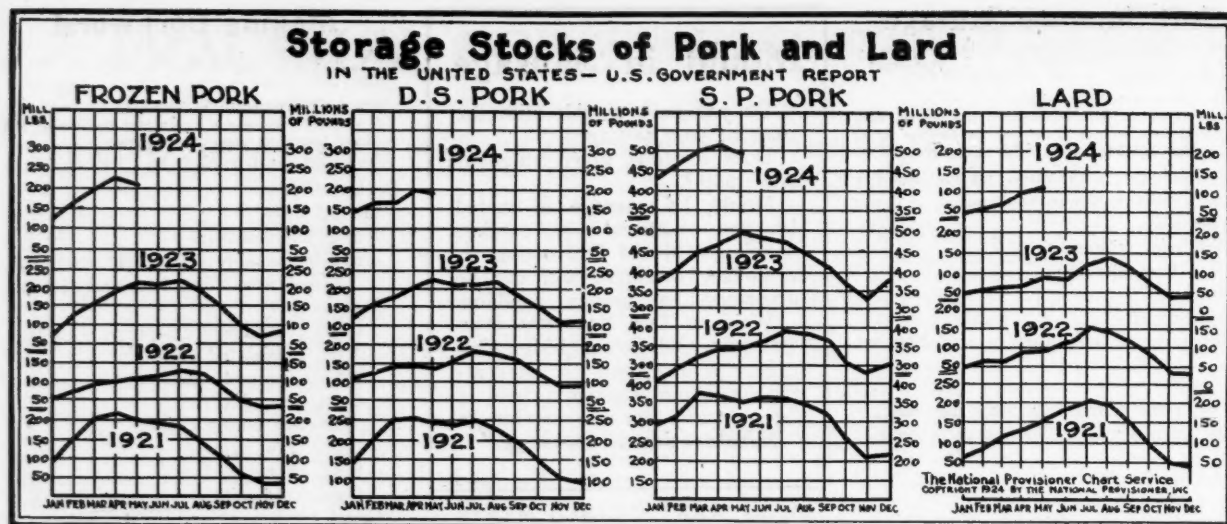
With proper temperatures the quality of your product will increase and the demand for your sausage grow larger. This means more profits.

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Your Baker Plant is built to meet the refrigerating problems you have in your place. We invite you to submit your problem to our Board of Engineers for solution. No obligation.

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Omaha, Nebraska.





Stocks of pork and lard on hand in the United States May 1 showed little decline from a year ago. D. S. pork is the only exception, the stocks of which are about 35,000,000 lbs. lower.

Frozen pork stocks were reduced something over 10,000,000 lbs. during April, but these are still fairly high.

A decline of about 13,000,000 lbs. in S. P. stocks took place during the month. These are about the same as those of May 1, 1923, but are approximately 50,000,000 lbs. heavier than at the same period in 1921 and 1922.

Storage stocks of lard have increased steadily since November, 1923, those of May 1st being 17,000,000 lbs. more than the April 1st stocks, and are the heaviest May 1 stocks since 1921.

The slowing down of exports has materially affected lard. Part of this is doubtless due to the fact that the German buyer is handicapped by the embargo placed on his funds, which permits him to pay only 1% of the cost of his purchases each day.

The accumulation of stocks of pork and lard, on the theory that the hog run will be materially reduced, may be a doubtful procedure. So far the runs have indicated little more than the usual seasonal decline. Reports from producing sections indicate little reduction in hog breeding, as compared to a year ago.

Government figures of stocks of provisions and lard on hand on May 1 were reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE the day they were made public. These figures are repeated here, with the chart for comparison.

#### STORAGE STOCKS FIGURES

The figures on which the above chart is based are as follows, in pounds:

	1921.	1922.	1923.	1924.
	Frozen pork	S. P. pork	D. S. pork	Lard
Jan.	83,990,000	294,993,000	144,997,000	59,319,000
Feb.	150,594,000	316,528,000	262,909,000	85,549,000
Mar.	208,889,000	376,376,000	251,983,000	117,690,000
April	219,994,000	367,553,000	255,390,000	128,614,000
May	290,706,000	355,041,000	246,443,000	152,428,000
June	194,486,000	396,291,000	240,610,000	181,962,000
July	182,193,000	396,346,000	250,752,000	204,391,000
Aug.	149,435,000	346,523,000	231,512,000	194,490,000
Sept.	103,486,000	320,190,000	200,291,000	149,886,000
Oct.	64,682,000	257,245,000	149,975,000	85,115,000
Nov.	38,517,000	212,528,000	106,610,000	48,850,000
Dec.	37,513,000	221,345,000	96,731,000	42,001,000
	Frozen pork	S. P. pork	D. S. pork	Lard
Jan.	51,293,000	252,822,000	111,071,000	47,541,000
Feb.	71,722,000	284,487,000	128,689,000	61,202,000
Mar.	86,219,000	321,950,000	139,281,000	61,297,000
Apr.	98,765,000	347,275,000	145,182,000	86,031,000
May	108,907,000	348,304,000	142,039,000	96,055,000
June	114,571,000	362,395,000	157,689,000	123,708,000
July	128,962,000	391,474,000	186,948,000	154,254,000
Aug.	117,903,000	385,692,000	179,856,000	143,084,000
Sept.	84,815,000	369,187,000	165,968,000	119,755,000
Oct.	46,796,000	313,517,000	122,765,000	75,338,000
Nov.	30,688,000	278,311,000	85,671,000	46,750,000
Dec.	33,774,000	302,708,000	83,017,000	32,506,000
	Frozen pork	S. P. pork	D. S. pork	Lard
Jan.	72,278,000	377,107,000	121,126,000	48,808,000
Feb.	120,196,000	412,806,000	155,922,000	56,266,000
Mar.	154,377,000	451,279,000	178,024,000	59,101,000
Apr.	189,115,000	468,130,000	206,429,000	66,743,000
May	213,224,000	499,119,000	227,728,000	85,251,000
June	210,645,000	483,673,000	214,453,000	84,530,000
July	217,074,000	473,569,000	217,862,000	123,896,000
Aug.	195,002,000	449,441,000	221,718,000	143,578,000
Sept.	148,753,000	413,798,000	191,711,000	115,890,000
Oct.	98,715,000	397,374,000	146,974,000	72,608,000
Nov.	71,640,000	325,456,000	108,850,000	35,225,000
Dec.	82,068,000	384,604,000	110,824,000	35,317,000

How do you calculate gross or net weights of S. P. meats in filling orders? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

## Daily Market Service

The DAILY MARKET SERVICE, established to furnish the trade with authentic daily information of market prices and market transactions, is the latest addition to THE NATIONAL PROVISIONER's trade service.

It includes market prices and transactions on provisions, lard, sausage meats, etc., together with daily hog market information, Board of Trade prices, etc. It covers export markets also.

It is mailed each day at the close of trading, and a handsome leather binder is furnished to subscribers for the purpose of filing the daily reports for ready and permanent reference. Subscribers also are entitled to free telegraphic service (messages collect).

Application for this service may be made to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill. The cost is \$1 per week, or \$48 per year, payable in advance.

#### STORAGE STOCKS IN U. S.

The stocks of meat and lard in storage in the United States on May 1, 1924, with comparisons, are announced by the U. S. Department of Agriculture as follows:

	May 1, 1924.	April 1, 1924.	5 yr. av., May 1—lbs.
Beef, frozen	52,929,000	68,075,000	111,115,000
Cured	13,916,000	13,090,000	24,570,000
In cure	11,332,000	12,130,000	*
Pork, frozen	215,720,000	227,284,000	160,299,000
D. S. cured	103,738,000	102,175,000	300,800,000
D. S. in cure	87,415,000	90,759,000	*
S. P. cured	218,086,000	210,622,000	398,200,000
S. P. in cure	280,311,000	301,568,000	*
Lamb and mutton, frozen	2,085,000	1,719,000	8,635,000
Misc. meats	74,757,000	80,460,000	83,012,000
Lard	101,945,000	85,722,000	117,592,000

\*Not available.

#### MEXICO TO ERADICATE T. B.

New sanitary regulations have been promulgated by the Mexican Department of Agriculture for the control of tuberculosis in livestock, according to the U. S. Department of Commerce. These regulations provide for frequent tubercular tests and sanitary inspection of all domestic animals, and if properly enforced should go a long way toward eradicating the disease. The fact that much of the Mexican livestock is undernourished makes them more susceptible to the disease, which is very prevalent, says the department.

#### LARD AND GREASE EXPORTS.

Exports of lard from New York, May 1 to May 21, were 20,702,396 lbs.; tallow, 114,000 lbs.; greases, 2,415,600 lbs. and stearine, 10,000 lbs.



# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### New Lows—Lard Stocks Increasing— Persistent Liquidation—Export Demand Slow—Hog Movement Moderate.

New low levels have been made in the lard market with further liquidation in prices in futures. There has been evidence of considerable pressure on meats, although the firmness of hogs has tended to check the selling pressure in meats. There have also been fairly good shipments of meat product again from Chicago which has tended to absorb the production and prevent any accumulation of any importance.

The fact of the large stocks of lard have been rather disappointing. The total gain was over 11,000,000 lbs. for the half month in Chicago, and stocks are now 28,000,000 lbs. in excess of last year. This very heavy accumulation of lard has meant distinct pressure on the market, and the decline in prices has not reached a point where there seems to be enough shipment into distribution to take care of the production. Last week shipments were only about 7,900,000 lbs. of lard from Chicago, which is much below the current production.

#### Mid-Month Chicago Stocks.

The comparative figures on the Chicago stocks for the half month were as follows:

	Mid-May, 1924.	End-Apr., 1924.	Mid-May, 1923.
Pork, contract, bbls.	767	238	1,135
Lard, new, lbs.	45,806,267	35,110,020	25,510,978
Lard, other	12,047,723	11,254,006	4,944,174
Lard, total	57,853,992	46,364,026	30,455,152
Short, ribs, lbs.	2,276,407	2,793,217	4,231,571
Bellies, lbs.	28,617,135	26,929,880	No trading

The hog movement for the past week was 518,000 at the seven principal markets against 546,000 last year; sheep also a little under last year, the total being 150,000 against 159,000; while cattle receipts were 192,000 against 175,000 a year ago. The

conditions are not particularly encouraging for the time being although there is some disposition to look for an end of the depression in lard and to watch for some evidence of rallying power.

The decline in lard has been about  $2\frac{1}{4}$ c a pound from the high point, and it has been almost without reaction. The decline has reflected a considerable amount of the rather slow domestic trade, and the pronounced falling off in the export demand.

This falling off in the export demand has been a rather discouraging feature in the fat situation. The domestic demand for meats, however, has been excellent

and is apparently absorbing the supply in good shape.

#### Influence of Hog Movement.

The movement of hogs is having a little bit of stimulating influence on the meat situation and, unless the movement should increase later in a rather heavy way, it is possible that the depression in meats is about over. The fact that hogs have come back from the recent low point over  $\frac{1}{4}$ c a pound is acting as a steadying influence and making for a little more confidence in the demand. This is reflected in the shipments of cut meats which last week were 15,700,000 from Chicago, and the shipments of fresh meats were 40,000,000 lbs., an unusually large total.

The exports for the past week were 11,600,000 lbs. of lard against 18,000,000 lbs. last year and meats 11,300,000 lbs. against 23,300,000 lbs. The movement of meats continues very largely to the British points which have shown rather persisting buying power, while the demand for lard from the continent has been very disappointing.

Shipments to Germany the last week were only 3,384,000 and this falling off in the German demand seems to be partly responsible for the pressure on the market. It is stated that there is quite a little lard on the other side which was shipped over there some time ago and this lard is moving in competition with the demand for new accounts.

The problem of the return of the foreign demand for lard has a most decided bearing on the lard market and, as a result of the influence on lard, is a material factor on other edible fats.

#### Influence of Export Buying.

While it is quite possible that the movement of hogs will fall off pretty steadily on account of the reports of smaller num-

## Smoked Meat Tests

Do you know what your smoked meats cost you, wrapped and packed and ready to ship?

Have you an accurate method of figuring your costs, all the way from the loose cured meats to the finished product? Do you figure in everything, including shrinkage, labor, operating costs, supplies, etc.?

In figuring smoked cost from cured do you divide price by yield, or multiply by shrink? One way is wrong and will cost you money.

Send a 2-cent stamp for the article on "Short Form Smoked Meat Tests." Address Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

## Ham Boilers

### are you getting these Extra Profits?

Have you discovered this new simple way of increasing your profits on Ham Cookers? It pays big dividends! You can test it 30 days FREE! It is used by America's leading ham boilers because it saves Labor, Shrinkage, and Spoiled Hams! Read what this happy user says:

"Before using your device, 3 men took care of our battery of ham cooking vats. No matter how careful they were, the tempera-

ture of the water often went too high, which shrunk and spoiled the appearance of the hams; and when the temperature got too low, the Flavor, Keeping Quality and Appearance of the hams was spoiled. Your automatic Temperature Regulators have turned these losses into EXTRA PROFITS. One man now handles this work. We figure saving of shrinkage alone pays cost of your regulators several times a year, to say nothing of the Steam saved in heating and the splendid appearance and uniform quality of our hams."

Mail the Coupon. Find out how Powers control will increase your profits. Coupon brings full particulars.

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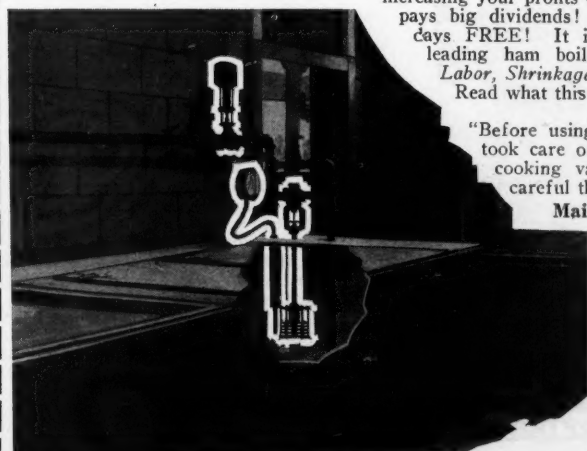
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Gentlemen: Without obligation on my part, kindly send me prices and particulars of your 30-day free trial offer of your temperature regulator for Ham Cooking Vats.

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ber of brood sows in the country, and the other reports regarding the supplies of hogs for summer and fall shipment, still the situation may be influenced materially by the export buying. The amount of lard exports is such an important part of the total production. Hog packing is about 750,000 hogs less than last year since March 1st. Even with this decrease the production of fats has been more than the domestic trade could absorb when the decrease in the export movement is taken into consideration.

In meats there is not quite such a pronounced condition and the decline in meat prices has been rather slow. Ribs have held very steady, just under 10c for May ribs, and bellies have also held very steady. The decline in the price of July ribs from the extreme high has been only  $\frac{1}{4}$ c a pound and July bellies only about  $\frac{3}{4}$ c of a pound, while the decline in July lard has been a little over 1c a pound with the market at the low point. From the high of the season May lard is down 2c a pound, and May ribs only about  $\frac{1}{4}$ c.

Eastern demand for hogs continues quite good, and the shipping buying each day has tended to take the weight off from the hog market so that there has been very little pressure. The conditions seem to indicate that the markets can take care of about the present movement on the basis of the meat product, but the way stocks are accumulating in lard, there seems to be some question of the ability of domestic and current export trade to take care of the lard.

**PORK**—The market was moderately active and very steady. At New York mess was quoted at \$26@27; family \$27, short clears \$22@26. At Chicago mess pork was quoted at \$23.

**LARD**—The market was dull and weak with export demand poor. At New York prime western was quoted 11.00@11.10c, middle western 10.85@10.95c. City 10 $\frac{1}{4}$ c, refined continent 11.50, South American, 12 $\frac{1}{4}$ c, Brazil kegs 13 $\frac{1}{4}$ c, and compound 11 $\frac{1}{2}$ @11 $\frac{3}{4}$ c. At Chicago regular lard in round lots was quotable at May price, loose lard sold 100 under May and leaf lard 82 $\frac{1}{2}$ c under May.

**BEEF**—The market was about steady with demand fair and with mess at New York \$16@17, packet \$17@18, family \$21@23, extra India mess \$33@35. No. 1 canned corn beef \$2.35—No. 2, \$4—pickled tongues, barrels \$55@65, nominal.

## EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending May 17, with comparisons:

	PORK, BBLs.		From	
	Week ended May 17, 1924.	Week ended May 19, 1923.	May 17, 1924.	May 17, 1923.
United Kingdom .....	120	174	1,900	48,000
Continent .....	120	275	14,567	11,567
West Indies .....	.....	.....	.....	.....
Total .....	120	449	28,083	.....
<b>BACON AND HAMS, LBS.</b>				
United Kingdom .....	6,957,150	17,159,450	298,798,700	.....
Continent .....	1,905,200	6,595,500	198,083,225	.....
So. and Cent. Amer. ....	.....	.....	451,000	.....
West Indies .....	77,000	68,000	2,538,000	.....
Other Countries .....	.....	12,000	1,632,500	.....
Total .....	8,919,350	23,706,950	494,981,425	.....
<b>LARD, LBS.</b>				
United Kingdom .....	4,208,550	6,858,325	143,857,824	.....
Continent .....	5,089,048	17,020,686	368,827,470	.....
So. and Cent. Amer. ....	100,000	.....	2,001,000	.....
West Indies .....	77,000	68,000	2,538,000	.....
Other Countries .....	.....	.....	114,332	.....
Total .....	9,544,596	23,946,991	517,139,626	.....

## RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, lbs.	Bacon and hams, lbs.	Lard, lbs.
New York .....	120	3,532,350	6,552,596
Boston .....	.....	36,000	15,000
Philadelphia .....	.....	.....	145,000
Baltimore .....	.....	57,000	9,000
New Orleans .....	.....	.....	228,000
Montreal .....	.....	5,294,000	2,586,000
Total week .....	120	8,919,350	9,544,596
Previous week .....	527	12,053,500	11,182,198
2 week ago .....	30	9,615,300	11,079,415
Cor. week, 1923 .....	449	23,706,950	23,946,991
Comparative summary of aggregate exports in lbs., from Nov. 1, 1923, to May 17, 1924.			
	1923-1924.	1922-1923.	Increase Decrease
Pork, lbs. ....	5,606,600	6,114,200	..... 507,600
Bacon and hams, lbs. ....	494,981,425	454,299,850	40,681,575 .....
Lard, lbs. ....	517,139,626	538,633,001	..... 21,513,375

## PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, May 21, 1924.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 23@25c; green hams, 8-10 lbs., 16 $\frac{1}{2}$ c; 10-12 lbs., 16c; 12-14 lbs., 15c; green picnics, 4-6 lbs., 10@11c; 6-8 lbs., 9@10c; green clear bellies, 6-8 lbs., 13c; 8-10 lbs., 12 $\frac{1}{2}$ c; 10-12 lbs., 12c; 12-14 lbs., 12c; green rib bellies, 10-12 lbs., 12c; 12-14 lbs., 12c; S. P. clear bellies, 6-8 lbs., 10c; 8-10 lbs., 10 $\frac{1}{2}$ c; 10-12 lbs., 10 $\frac{1}{2}$ c; 12-14 lbs., 10 $\frac{1}{2}$ c; S. P. rib bellies, 10-12 lbs., 10 $\frac{1}{2}$ c; 12-14 lbs., 10 $\frac{1}{2}$ c; S. P. hams, 8-10 lbs., 15 $\frac{1}{2}$ c; 10-12 lbs., 15c; 12-14 lbs., 15c; (boilers) 18-20 lbs., 17c; dressed hogs, 11 $\frac{1}{2}$ c; city steam lard, 10 $\frac{1}{2}$ c; compound, 11 $\frac{1}{4}$ c.

## APRIL INSPECTED SLAUGHTERS.

Slaughters under federal inspection in the United States during April totaled 689,190 cattle, compared to 696,757 in April, 1923. Hog slaughters under inspection were 4,073,248, compared to 4,179,438 a year ago. There were 859,774 sheep and lambs slaughtered in April, compared to 959,697 a year ago.

Hog killing at inspected houses for the ten months ending April was 45,851,364, compared to 39,972,406 for the same period last year. Inspected cattle slaughters for ten months were 7,745,739, compared to 7,540,113 a year ago.

Official figures of inspected slaughters for April and for the ten-month period are as follows, with totals compared:

	Cattle.	Calves.	Sheep.	Hogs.
Baltimore .....	7,603	2,477	2,201	100,156
Brooklyn .....	6,247	9,279	22,062	.....
Buffalo .....	7,627	6,060	7,141	86,747
Chicago .....	149,474	83,434	163,801	545,420
Cincinnati .....	10,645	10,660	3,031	72,468
Cleveland .....	7,785	8,948	8,747	89,899
Detroit .....	5,023	8,314	5,168	102,960
Port Worth .....	26,175	15,573	21,528	38,400
Indianapolis .....	16,813	4,870	1,309	120,844
Jersey City .....	4,825	15,517	29,962	72,556
Kansas City .....	74,871	22,729	83,982	238,302
Millwaukee .....	10,076	59,027	3,060	90,751
National Stock Yards, Ill. ....	23,277	12,158	15,638	127,041
New York .....	29,042	55,551	101,063	100,537
Omaha .....	82,751	6,613	110,374	289,040
Philadelphia .....	8,700	8,506	16,007	102,390
St. Louis .....	12,615	4,329	2,984	100,020
Sioux City .....	29,222	1,774	12,117	188,264
So. St. Joseph .....	26,598	6,180	76,310	101,435
So. St. Paul .....	30,187	46,338	8,213	221,413
All others .....	119,546	79,383	154,956	1,213,497

Total: April, 1924 .....	689,190	465,720	859,774	4,073,248
April, 1923 .....	696,757	400,322	959,697	4,179,438
10 months ending Apr. 1924 .....	7,745,739	3,790,126	9,570,335	45,851,364
10 months ending Apr. 1923 .....	7,540,113	3,483,083	9,517,040	39,972,406

Goats slaughtered at all establishments, April, 1924, 5,891; April, 1923, 1,532. Ten months, 1924, 28,451, same period, 1923, 21,142.

Horses slaughtered at all establishments, April, 1924, 471.

Inspections of lard prepared at all establishments 168,093,172 pounds; compound and other substitutes, 33,980,660 pounds. Corresponding inspections for April, 1923: Lard, 184,686,715 pounds; compound and other substitutes, 23,572,433 pounds. (These totals do not represent actual production, as the same lard or compound may have been inspected and recorded more than once in the process of manufacture.)

Carcasses condemned during March, 1924—Cattle, 7,655; calves, 1,655; sheep, 822; hogs, 17,903.

## BRITISH PROVISION MARKET.

(Special Letter to The National Provisioner.)

Liverpool, England, May 10, 1924.

The heavy killing last week in Denmark, namely, 89,000, and the fairly heavy shipments to this market of American meats, when we had expected a reduction in the shipments, tended to keep the American trade quiet and featureless. There has been an excellent demand all week for Danish meats which has kept cleared up, but other cures have been neglected.

The improvement in the ham trade experienced last week has received a setback this week owing to the colder weather we have had. Lard has experienced a steady consumptive demand all week but without any improvement at all in prices, this being due to the weakness of the Chicago cables. The smaller shipments advised from the U. S. A. today should have the effect of stimulating the demand and improving the price on the product that is at present here, and we look for an improvement in Cumberlands, hams, picnics, and squares.

We do not think lard will show much improvement for a little while owing to the ample stocks being carried here.

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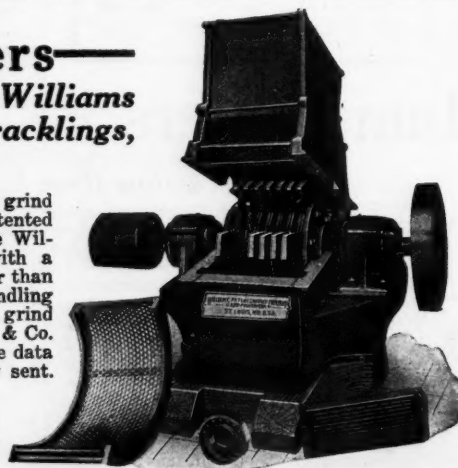
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# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—The market the past week has been moderately active, and on the whole somewhat weaker. While trade in city special has been limited, outside grades equal to city extra at New York sold down to a basis of 7½¢ delivered and it was stated that consumers had lowered their ideas on special 7½¢, f.o.b. Offerings on the decline were rather light, and in most cases special was held at 7½¢ ex-plant. In the west trade was rather quiet, with offerings comparatively free, and the market, on the whole, easy.

At the London auction on May 21st 1,175 casks were offered, of which 723 were sold, with mutton tallow unchanged to threepence lower for the week, at 43s 6d@44s 9d, and beef tallow unchanged to sixpence lower for the week at 42s 6d@44s 3d, while good mixed was quoted at 42s@42s 6d. At Liverpool Australian tallow was unchanged for the week, with prime quoted at 44s 3d and mixed at 42s 9d.

At New York city special, loose, was quoted at 6½¢, extra at 7½¢@7¾¢, and edible at 8¼¢@8¾¢. At Chicago prime packer was quoted at 7¼¢, fancy 7¾¢, and edible at 8¢.

**STEARINE**—The market was more or less nominal, and was dull and weaker, with oleo New York quoted at 10½¢, although in some quarters much lower quotations are available. At Chicago the market was barely steady with demand slow, and oleo quoted at 10½¢.

**OLEO OIL**—The market was less active and was barely steady, with extra New York 13c, medium 11c, and the lower grades 10c. At Chicago the market was easier with extra at 12¼¢.

### SEE PAGE 39 FOR LATER MARKETS.

**LARD OIL**—The market was barely steady but was quiet, influenced mainly by the weakness in raw material. At New York edible was quoted at 13¼¢@14c, extra No. 1 at 11¼¢, No. 1 at 10¾¢, and No. 2 at 10½¢.

**NEATSFOOT OIL**—The market was dull and steady with pure oil New York quoted at 14¾¢, extra at 11¼¢, No. 1 at 10¾¢, and cold pressed at 18¾¢.

**GREASES**—An easier tone followed a lessening in the demand and renewed weakness in tallow and other oils. Buyers pulled out of the market, and offerings were rather fair on the decline. At New York yellow and choice house were quoted at 6½¢@6¾¢, A White at 7¼¢, B White at 7c, and choice White 8¢@8¼¢.

Export demand for the latter was rather slow. At Chicago trading in greases was limited, although packers sold choice white grease at 8.20c, c. a. f. New York. At Chicago brown was quoted at 6c, yellow 6¾¢@6½¢, A White 6¾¢, B White 6¾¢, and choice white 7½¢.

### HEINEMANN JUDGES LIVESTOCK.

The fourth annual "Little International" Livestock Show was held at Hardman Hall on the campus of the Georgia State College of Agriculture, Athens, Ga., May 9, 1924. Practically every kind of domestic animal was exhibited. The college cavalry unit also staged some spectacular riding events.

C. B. Heinemann, general manager of the Atlanta Union Stock Yards was one of the judges on cattle and hogs, as well as on the champion and grand champion events.

### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner)

New York, May 22.—Latest quotations on chemicals and soapmakers' supplies:

Seventy-six per cent caustic soda, \$3.76 @3.91 per cwt.; 98% powdered caustic soda, \$4.16@4.45 per cwt.; 58% carbonate of soda, \$2.04@2.19 per cwt.

Clarified palm oil in casks of 2,000 lbs., 7½¢@7¾¢ lb.; olive oil foots, 10¢@10¼¢ lb.; East India Cochin cocoanut oil, 13½¢@14c lb.; Cochin grade cocoanut oil, domestic,

10¾¢@11c lb.; Ceylon grade cocoanut oil, 9¾¢@10c lb.

Prime summer yellow cottonseed oil, 11¢@11½¢ lb.; soya bean oil, 12¼¢@12½¢ lb.; linseed oil 94¢@97c gallon; peanut oil in barrels, New York, deodorized, 15½¢@16c lb.; red oil, 8¾¢ lb.

Extra tallow, F. O. B. seller's plant, 7½¢ lb.; dynamite glycerine, nominal, 15¾¢ lb.; saponified glycerine, nominal, 12c lb.; crude soap glycerine, nominal, 10½¢ lb.; chemically pure glycerine, nominal, 16¾¢ lb.; prime packers grease, nominal, 6½¢@6¾¢ lb.

## Packinghouse By-Products Markets

### Blood.

Chicago, May 22, 1924.

Some trading has developed in this market at \$2.75.

	Unit ammonia.
Ground .....	\$2.65@2.75
Crushed and unground .....	2.50@2.60

### Digester Hog Tankage Materials.

The market for digester hog tankage materials is a little stronger. Sellers are asking \$2.50 for unground material; last sale made at \$2.35.

	Unit Ammonia.
Ground, 10 to 12%, ammonia .....	\$2.40@2.50
Unground, 10 to 12%, ammonia .....	2.25@2.35
Unground, 7 to 9%, ammonia .....	2.00@2.15

### Fertilizer Tankage Materials.

There is not much demand at the present time due to the fact that the market is between seasons.

	Unit ammonia.
High grade, ground, 10-11%, ammonia .....	\$2.35@2.45
Lower grade, ground, 6-9%, ammonia .....	2.10@2.25
Medium to high grade, unground .....	1.75@2.00
Low grade and country rend, unground .....	1.50@1.65
Hoof meal .....	2.00@2.10
Grinding hooes, pigs toes, dry .....	25.00@28.00

### Bone Meals.

A little trading has developed, but at very low prices.

	Per ton.
Raw bone meal .....	\$26.00@28.00
Steamed, ground .....	17.00@19.00
Steamed, unground .....	14.90@16.00

### Cracklings.

There has been some trading in this market, but it is still quiet.

	Per ton.
Pork, according to grease and quality .....	\$37.50@45.00
Beef, according to grease and quality .....	25.00@32.50

### Bones, Horns and Hoofs.

The market on bones, horns and hoofs is about the same and steady.

No. 1 horns .....	\$175.00@225.00
No. 2 horns .....	100.00@150.00
No. 3 horns .....	75.00@90.00
Culls .....	25.00@28.00
Hoofs, unassorted .....	30.00@35.00
Round shin bones, unassorted .....	55.00@65.00
Flat shin bones, unassorted .....	45.00@50.00
Thigh bones, unassorted .....	50.00@55.00

### Glue and Gelatin Stock.

The market for jaws, skulls and knuckles is fairly strong. There is a good demand for junk bones, although the supply is rather scarce.

	Per ton.
Calf stock .....	\$28.00@29.50
Edible pig skin strips .....	60.00@70.00
Rejected manufacturing bones .....	38.00@40.00
Horn piths .....	20.00@22.00
Cattle jaws, skulls and knuckles .....	30.00@32.00
Junk and hotel kitchen bones .....	23.00@25.00
Sinews, pizles and hide trimmings .....	17.00@19.00

### Animal Hair.

A little trading has developed at 2¼¢@

2½¢ shipping point for summer coil dried hog hair. Recent quotations follow, delivered, Chicago basis:

Field and coil dried, lb. ....	2¼@3c
Processed, lb. ....	5¼@6¼c
Washed, lb. ....	6@8c
Cattle switches (110 for 100) each. ....	2@3c
Horse tails, each .....	37¼@40c
Horse mane hair, green, lb. ....	8¼@9c
Unwashed dry horse mane hair, lb. ....	12¼@13¼c

### Pig Skin Strips.

There is little demand for pig skin strips. Sellers have asked 4¾¢ per lb., basis Chicago, while buyers are offering around 4¼¢ for No. 1 tanning grades, and a little trading has developed at 3½¢@4c for Nos. 2 and 3.

### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, May 21, 1924.—There were practically no sales of local tankage during the past week and the producers are a little more firm in their views because of the very limited stocks on hand. On the other hand the buying interest seems to have fallen off for the time being.

A few cars of ground dried blood were sold at \$3.00 per unit f. o. b. nearby point. There has been a little demand for bone-meal for quick shipment otherwise the general situation in the fertilizer line remains quiet.

The Chesapeake Bay producers of dried fish scrap will begin their fishing season on June 16th.

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## The German Fat and Oil Situation

By E. C. Squire, Agricultural Commissioner, Berlin, Germany.

**EDITOR'S NOTE.**—This is the third installment of Mr. Squire's report on the results of his thorough investigation of the whole fat situation in Germany. The first article, dealing with the animal fat situation as a whole, including cattle and beef fats, appeared in THE NATIONAL PROVISIONER of February 9. The second, dealing with fats from hogs and pork products, appeared in the February 23 issue of THE NATIONAL PROVISIONER.]

### Vegetable Oils.

The use of vegetable oils in pre-war Germany had reached the point where this type of fat constituted about 28.6 per cent of the total German fat supplies and although chiefly of foreign origin it had given rise to an important domestic industry in the crushing of oil-containing seeds and kernels.

There are no reliable estimates or statistics on the quantity of vegetable oils produced in Germany either before or since the war, and it has been necessary to determine both the pre-war and post-war situation of the industry by computation. Available statistics of imports and exports of oil fruits and seeds give a reliable basis for initial computation, and consultation with leading men in the oil and oil crushing industry has supplied the general and technical information on the average practical yield of various fruits and seeds necessary for determining oil production.

### Pre-War vs. Post-War Production.

By this method the average supplies of oil available for German consumption were found to have amounted, in 1912-13, to 602,767 tons, a figure about 1½ per cent greater than the 595,000 tons given in the generalized indications of the German Government. In the same way production for 1922, together with exports and imports of oils, was found to be 558,093 tons. This figure has been indicated roughly as 550,000 tons in the comparative fat table. (For details see table.)

The following tabulation shows the trend of the oil trade in 1922 as compared to pre-war years:

### GERMAN OIL TRADE IN 1912, 1913, 1922.

	Oil		Exports		Oil from seeds, con'tion.		Total avail-
Year	Imports.	Exports.	Imports.	Exports.	Imports.	Exports.	able for
1912	106,740	126,200	18,460	582,823	593,303		
1913	88,165	147,303	59,138	701,309	642,171		
1912-13	ave., 97,453	136,752	39,299	642,066	602,767		
1922	106,854	18,995	410,234	558,093			

In 1912-13, it will be observed, Germany had an average export oil balance of 39,299 tons; that is, Germany was crushing oil for export, while in 1922 there was an import balance of 147,859 tons, imports of oil in 1922 having increased 71 per cent over the pre-war figure.

The average of the oil produced from crushing imported seeds was 642,066 tons in 1912-13, while in 1922 it had decreased to 410,234 tons—about 46 per cent of the 1912-13 production. The total weight of oil seeds crushed in 1922 was only slightly over 50 per cent of the 1912-13 figure, but because of changes in the varieties of fruits crushed, the average oil yield was raised from about 37 per cent in 1912-13 to 46 per cent in 1922, a fact explaining the relatively large production of oil (seed weight considered) mentioned above.

### Per Capita Oil Supplies.

According to these calculations comparative per capita supplies of oils from imports stood as follows:

In 1912-13, 602,767 tons for 68 million people, or 17.73 pounds per capita.

In 1922, 558,093 tons for 60 million people, or 18.60 pounds per capita.

There are also some supplies of oil from home-grown seeds which are estimated by the Government to have amounted to 33,000 tons in 1912-13 and to 44,000 tons in 1922. Adding this to the above, we have a total oil consumption per capita of 18.70 pounds in 1912-13 and 20.07 pounds per capita in 1922.

Furthermore, proportionately less oils were used for industrial purposes in 1922 than in the years 1912-13. Consequently, vegetable oils available for human consumption in 1922 would be increased still more than the above figures indicate.

The oil supplies, which have been indicated for 1922, moreover show a great improvement over the years just after the war. It is impossible to give a detailed comparison as has been done in 1922, because of breaks in available statistics on exports for some of the months of 1921,

(Continued on page 37.)

### GERMAN TRADE IN VEGETABLE OILS AND OIL SEEDS AND CONSUMPTION OF VEGETABLE OILS, 1912.

	Oils		Seeds		Oil yield.	Total oil con'tion.
	Import. Tons.	Export. Tons.	Import. Tons.	Export. Tons.		
Rape and rapeseed	772	2,495	138,541	7,823	47,058	45,335
Marsh-marigold			2,955	42	728	728
Mustard			7,947	300	2,447	2,447
Poppy and sunflower seeds	6,462	462	18,081		6,328	12,829
Madia and Kapok seeds			343		103	103
Peanuts	1,158	12,870	77,017		34,038	82,041
Sesame	616		108,438	145	51,368	51,984
Linseed	2,963	1,069	363,861	5,851	118,110	120,004
Hempseed			8,060	3,496	1,509	1,509
Cottonseed	29,624		235,999	1,986	42,122	71,746
Soya beans and Movra seed	12,211	1,244	138,036		19,325	30,292
Palm kernel	6	35,648	288,150		138,312	102,670
Copra			202,006	1,081	120,555	120,555
Kula nuts			668		200	200
Tree oil	3,950	230				3,720
Lavet oil	5,336					5,336
Wood oil	6,303					6,303
Castor oil	9,463					9,463
Cocoa butter	68	4,015				—3,947
Muskat butter	22	2				20
Cotton stearine	204					204
Palm oil	13,088	85				13,003
Cocanut oil	367	20,197				—19,830
Movra oil and vegetable tallow	1,235	6				1,229
Oil acid	12,648	1,202				11,446
Vegetable tallow	56	46,075				—48,629
Kunstseisefett	192					192
Total	106,740	126,200	1,501,111	20,824	582,823	563,303

NOTE.—In addition to the above quantities 22 tons of margarine were imported and 542 tons exported in 1912. Minus sign indicates excess of exports over imports, made possible by domestic production of oil from seeds.

### GERMAN TRADE IN VEGETABLE OILS AND OIL SEEDS AND CONSUMPTION OF VEGETABLE OILS, 1913.

	Oils		Seeds		Oil yield.	Total oil con'tion.
	Import. Tons.	Export. Tons.	Import. Tons.	Export. Tons.		
Rape and rapeseed	1,295	4,503	169,122	5,482	58,910	55,042
Marsh-marigold			2,754	5	687	687
Mustard			8,648	289	2,675	2,675
Poppy and sunflower seeds	4,234	522	22,692		7,942	11,654
Madia seeds, etc.			502		151	151
Peanuts	567	17,862	108,119		48,664	31,359
Sesame	702		127,909		50,507	51,207
Linseed	3,488	1,077	617,044	4,606	202,283	205,139
Hempseed			10,860	3,732	2,682	2,642
Cottonseed	17,943		242,282	892	43,450	61,398
Soya beans and Movra seeds	3,461	1,077	138,614		19,406	21,790
Palm kernels	53	31,916	290,031		124,824	102,061
Copra			216,546	605	129,595	129,595
Kula nuts, etc.			118		35	35
Olive oil	2,519	165				2,354
Lavet oil	2,737					2,737
Wood oil	5,255					5,255
Castor oil	10,501					10,501
Muskat butter	16	6				14
Cotton stearine	104	2,100				—2,066
Cocoa butter	16,614	44				16,570
Palm oil, non-edible	655	27,423				—26,768
Cocanut oil	3,709	121				3,588
Movra oil, etc., including vegetable tallow	13,371	2,253				11,118
Oilin	88	58,556				—58,468
Edible vegetable	245					245
Kunstseisefett						
Total	88,165	147,303	1,925,861	14,824	701,309	642,171

NOTE.—In addition to the above quantities 21 tons of margarine were imported and 200 tons exported in 1913. Minus sign indicates excess of exports over imports, made possible by domestic production of oil from seeds.

### GERMAN TRADE IN VEGETABLE OILS AND OIL SEEDS AND CONSUMPTION OF VEGETABLE OIL, 1922.

	Oils		Seeds		Oil yield.	Total oil con'tion.
	Import. Tons.	Export. Tons.	Import. Tons.	Export. Tons.		
Rape and rapeseed	1,540	765	135,979	249	51,577	52,332
Marsh-marigold				15	4	11
Mustard			2,998	21	953	953
Poppy			539		221	221
Sunflower seed	2,004	213	493		168	1,959
Madia seeds, etc.			586		178	178
Peanuts	2,980	2,672	76,381	1,036	33,908	34,213
Sesame	211		17,281		8,122	4,063
Linseed	32,229	1,697	113,708	52	37,506	68,038
Hempseed			814	7	266	266
Cottonseed	2,935		21,399		3,852	6,787
Soya bean	45,718	562	95,246		13,334	58,490
Movra seeds	1,373		8,834		2,680	2,680
Palm kernel	4,038	2,684	139,860	4	67,131	68,485
Copra			311,595		186,957	186,957
Kula nuts, etc.			11,277		3,383	3,383
Olive oil	1,385	2				1,383
Lavet oil	1,355					1,355
Wood oil	3,518					3,518
Castor oil	3,808					3,808
Muskat butter	9	1				8
Cotton stearine	49					49
Cocoa butter		8,136				—8,136
Palm oil, non-edible	5,627					5,627
Cocanut oil	32,162	836				31,326
Oilin	2,162	879				1,286
Edible vegetable tallow	9,176	549				8,627
Kunstseisefett	15,515					15,515
Total	106,854	18,995	937,105	1,373	410,234	558,093

NOTE.—In addition to the above quantities 402 tons of margarine were imported and 4,753 tons exported in 1922. Minus sign indicates excess of exports over imports, made possible by domestic production of oil from seeds.

## VEGETABLE OILS

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**Market Irregular—Undertone Weak—  
Cash Trade Fair—Crude Barely Steady  
—Lard Weak—Cotton Weather Unfavorable—Government Report Bullish.**

A rather moderate trade featured the operations in cotton oil futures on the New York Produce Exchange the past week. With sentiment more mixed price movements were a little more irregular, although on the whole the undertone continued heavy, and the market averaged pretty close to the season's lowest levels. Commission house trade was divided, and at times selling pressure was light, but the bulk of the support came from shorts, and at all times the market severely felt the limited outside buying power, and the persistent weakness in lard.

Crude oil was barely steady around the eight-cent level, while the best that could be said of the cash demand was that it was fair. The situation as a whole was a rather mixed one, and the movement of values was not surprising, in view of the weakness in securities following the passage of the soldiers' bonus measure over the President's veto, which naturally reflected back on the commodity markets, although there was an undercurrent of

feeling that ultimately the bonus would result in moderate inflation.

#### Sentiment on Prices Divided.

In some quarters, prices are looked upon as reasonable, but it is argued that under prevailing conditions, there is no inducement for one to take the constructive side, at the moment. In other quarters the belief prevails that the market is rocking on bottom, or thereabouts. Those bearishly inclined feel that lard is to drag somewhat lower, and will carry cotton oil with it, while the latter element contend that the prospects for a larger cotton crop this year have not had their effect on the market, as yet.

Commission houses with southern connections were good sellers of Sep., and moderately pressed the new crop deliveries. Refiners and the local element supported the nearbys, while there was scattered buying of the new crops, owing to their discount under the old. Refiners were busy buying July and August, and selling Sep., transferring their hedges, while liquidation furnished the bulk of the pressure in the July delivery.

The lard situation was certainly a very unsettling factor. Day after day the lard market went into new low ground for the

season, with liquidation on, and selling by packers and exporters, the latter against cash holdings, due to inability to find a market abroad for their stocks. The hog run, on the whole, was lighter than a year ago, and domestic lard trade was fair, but the market was feeling the smallness of the foreign demand and increasing stocks.

#### Lard Supply Increased.

At Chicago during the first half of May the lard supply increased 11½ million pounds, and totaled 57,854,000 against 30,455,000 in mid-May last year, or nearly double the stock. The lard supply, while very liberal, is by no means burdensome, and the lard market, it can be partly said, has reflected the delay in the acceptance of the Dawes plan by Europe, which has resulted in almost complete stagnation of the German demand. At the same time, this is the period of the year when the European lard trade is seasonably quiet, and it would appear that the lard levels have fully discounted the bearish elements of the situation, and have reached a point where a revival of foreign trade would have rather vital influence.

The oil market, to a great extent, reflected the lard conditions. For many

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weeks there has been a disposition to press oil on the burdensome stocks held by the south, and for one reason or another, bearish sentiment has dominated, but as far as cotton oil itself is concerned there is not, and has not been, any conclusive proof of burdensome stocks. That the south is liquidating oil rapidly is confirmed by the Government report for April, which indicated that the crude mills' holdings, in the shape of crude, on May 1st were equal to only about 136,000 bbls. of refined, a good portion of which has been marketed during the first half of May.

The bearishness of the trade made for a disposition to look for an April consumption of 125,000 to 145,000 bbls., but nevertheless, April consumption was 187,000 bbls. against 148,000 in the same month last year. The report caught the trade by surprise, which resulted in a quick upturn of a quarter cent a pound, which was subsequently lost, under renewed bear pressure on the advance.

#### Look for Heavy Cotton Crop.

The backward weather conditions in the south were completely ignored and for some reason unexplained there was a confident belief current that twelve million bales, or more, of cotton would be raised this year. The confidence placed in the cotton crop would lead to the expectation that the boll-weevil would sleep throughout the summer, and that the weather man was guaranteeing perfect conditions. However, notwithstanding sentiment, the crop still has to go through many trying periods and come or go what may, the crop will be "killed" many times, before it is actually made.

Those selling the new crops "on scenery" should particularly bear this in mind, because there are but a few thousand barrels difference in the supply at the present time, and a year ago, when the market worked itself into a very tight condition, under similar circumstances. The visible stocks of 797,000 bbls. are only 78,000 bbls. larger than last year, and this difference will be cut down during the month of May, because already the trade

is estimating May consumption at 140,000 to 150,000 bbls. against 128,000 in May last year.

Consumption during the last three months last year was 433,000 tons of seed to be received, the indications are for a carry-over of 434,000 bbls. without anticipating any improvement in distribution over a year ago. Whereas should distribution the last three months be only 50,000 bbls. larger than last year, keeping in mind that the trade is looking for May to run 25,000 bbls. larger alone, then the carry-over would be only 384,000 bbls., against 364,000 last year.

The Census Bureau report on cottonseed and its products:

#### COTTONSEED.

	1923-24.	1922-23.
Stock Aug. 1.....	12,000	13,000
Received mills, 9 mo.....	3,249,000	3,183,000
Crushed, same time.....	3,123,000	3,130,000
On hand, Apr. 30th.....	133,000	62,000

#### CRUDE OIL.

Stock Aug. 1.....	5,036,000	6,905,000
Produced, 9 months.....	921,699,000	962,182,000
Shipped out same time.....	864,835,000	942,471,000
Stock Apr. 30th.....	73,112,000	38,982,000

#### REFINED OIL.

Stock Aug. 1.....	137,993,000	163,851,000
Produced nine months.....	748,018,000	835,584,000
Stock April 30th.....	216,427,000	237,216,000
Crude oil exports nine months	22,848,000	24,644,000
Refined oil exports 9 months	11,736,000	33,718,000

#### REFINED COTTON OIL CONSUMPTION

	1923-24.	1922-23.
Stock Aug. 1.....	137,998,000	163,851,000
Produced nine months.....	748,018,000	835,584,000
Total Supply.....	886,016,000	999,435,000
Stock April 30th.....	216,429,000	237,216,000
Consumed, domestic-export	669,589,000	762,219,000
nine months.....	1,674,000	1,906,000
Equal, in barrels.....		

Total disappearance of refined oil for the month was apparently 187,000 bbls. against 162,000 the previous month and 148,000 bbls. last year. The visible supply of oil and seed was equal to 797,000 bbls., against 948,000 the previous month and 719,000 last year.

The visible supply decreased 151,000 bbls. for the month against a decrease of 121,000 bbls. in April last year.

The total disappearance of refined oil

for nine months this year has been 1,674,000 bbls. or 232,000 less than for nine months last year.

The apparent disappearance of seed, crude and refined oil for the month was 181,000 bbls.

COTTONSEED OIL—Market transactions—

Thursday, May 15, 1924.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			950 a	970
May .....	200	964 963	960 a	970
June .....			960 a	966
July .....	6700	975 965	967 a	968
Aug. ....	1800	980 975	978 a	980
Sept. ....	6700	991 981	985 a	986
Oct. ....	300	942 932	938 a	940
Nov. ....	300	885 882	885 a	887
Dec. ....	300	881 880	881 a	882

Total sales, including switches, 18,700 P. Crude S. E. 800 Nominal.

Friday, May 16, 1924.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			950 a	975
May .....			960 a	970
June .....			965 a	970
July .....	9500	971 961	971 a	972
Aug. ....	100	982 982	982 a	983
Sept. ....	7600	989 980	988 a	990
Oct. ....	800	948 930	941 a	946
Nov. ....	200	889 885	887 a	890
Dec. ....	1200	880 878	881 a	884

Total sales, including switches, 28,600 P. Crude S. E. 787½ sales.

Saturday, May 17, 1924.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			950 a	975
May .....			960 a	970
June .....			960 a	970
July .....	400	973 972	972 a	973
Aug. ....			983 a	985
Sept. ....	1200	992 989	989 a	990
Oct. ....			946 a	950
Nov. ....			885 a	889
Dec. ....			881 a	883

Total sales, including switches, 3,600 P. Crude S. E. 787½-800.

Monday, May 19, 1924.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			970 a	1000
May .....			970 a	985
June .....			970 a	985
July .....	1400	988 965	981 a	982
Aug. ....	200	999 999	992 a	995
Sept. ....	3000	1006 986	997 a	998
Oct. ....	800	960 953	954 a	957
Nov. ....			890 a	900
Dec. ....	500	893 878	886 a	895

Total sales, including switches, 6,500 P. Crude S. E. 800-825.

Tuesday, May 20, 1924.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			950 a	970
May .....			950 a	960
June .....			950 a	960
July .....	4300	976 967	968 a	970
Aug. ....			979 a	981
Sept. ....	5400	994 987	988 a	989
Oct. ....	500	957 952	943 a	946
Nov. ....	200	890 890	885 a	888
Dec. ....	100	884 884	882 a	884

Total sales, including switches, 10,500 P. Crude S. E. 800 sales.

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On the New York Produce Exchange



## Wednesday, May 21, 1924.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			950 a	1000
May .....			950 a	960
June .....			950 a	960
July .....	2400	969 965	964 a	965
Aug. ....			976 a	978
Sept. ....	5000	989 981	982 a	983
Oct. ....	1400	945 943	935 a	943
Nov. ....			875 a	890
Dec. ....	800	884 875	876 a	878

Total sales, including switches, 14,400 P.  
Crude S. E. 787½ bid.

## Thursday, May 22, 1924.

	—Range—		—Closing—	
	High.	Low.	Bid.	Asked.
Spot .....			950 a	1000
May .....	960	960	950 a	970
June .....			950 a	962
July .....	967	963	967 a	964
Aug. ....			974 a	976
Sept. ....	987	983	982 a	984
Oct. ....	946	943	939 a	945
Nov. ....	885	885	884 a	888
Dec. ....			870 a	880

SEE PAGE 39 FOR LATER MARKETS.

## GERMAN FATS AND OILS.

(Continued from page 34.)

but the following table of imports of the important seeds is a good criterion.

IMPORTS OF THE MOST IMPORTANT OIL SEEDS INTO GERMANY.				
(tons of 2,000 lbs.)				
	1913	1920	1921	1922
Rape and rape-seed..	169,122	9,776	44,887	135,979
Peanuts .....	108,119	1,097	29,313	76,381
Sesame .....	127,999	2,755	38,671	17,281
Linseed and linmeal.	617,645	5,949	35,397	113,708
Cottonseed .....	242,282	58	560	21,399
Soybeans and Mowra seeds, etc. ....	138,614	2,509	12,697	104,180
Palm kernel .....	200,051	3,002	19,977	139,860
Copra .....	216,546	10,680	78,110	311,595
Total .....	1,880,288	35,726	259,591	920,383

## Tendencies After the War.

It has been widely hoped in Germany to so increase the culture of home grown oil seeds as to affect decidedly the dependence of the nation on importations of foreign oil fruits and seeds. During the war period such seeds were greatly increased. Since the war, however, these gains have been gradually melting away. Statistics of comparative acreages show that back in 1878 the crop area for the most important home grown seeds, viz., rape and rape-seed, hemp and flax, was very large, and that it tended to decrease up until the temporary recovery of the war period. The figures follow:

	Acres.
1878 .....	826,550
1913 .....	134,670
1920 .....	363,880
1921 .....	328,082
1922 .....	219,030

The change in the varieties of fruits crushed, previously mentioned, is important, in that it shows a tendency to select the varieties best suited for edible purposes and particularly those best suited to replace animal fats. The large quantities of linseed crushed before the war, not so serviceable for edible purposes, have dropped to about one-fourth their former volume.

The use of cottonseed, which gives a high-grade of edible oil, has fallen off greatly, as it is comparatively expensive considering the yield and has been particularly high since the war. Copra, one of the best suited of all for food purposes, shows a big increase, and the coconut oil produced made up nearly one-half of the 1922 production. This indicates pointedly the general trend in the use of vegetable oil.

It is not within the scope of this report to do more than generalize as to the uses of vegetable oils, yet generalization is difficult. Most oils, however, can be used either for industrial or edible purposes, such use depending upon market conditions or upon the condition of seeds on their arrival in Germany, as oil seeds

which commonly are used for edible purposes are often found on arrival to be unsatisfactory for that purpose, but are still suitable for other use. Harvesting conditions in the country of origin also affect the suitability for human consumption. Further modifications in use depend somewhat upon the refinement of the oil. Linseed oil is the only important vegetable oil imported into Germany in large quantities, that is not essentially an edible oil.

The use of vegetable oil as food has been shown to be on the increase, and its utilization in its most important edible form, margarine, will be discussed in subsequent installments.

## The Crushing Industry.

Imported seeds and kernels which comprise the great bulk of raw material for oil crushing are processed largely at about 120 medium and large sized mills located chiefly about Hamburg, Harburg and Bremen, although there are a few in the southern part of Western Germany.

The mills of first class importance are less than a hundred in number. There are also said to be about 10,000 very small mills scattered about Germany, which depend largely upon domestic seeds.

[EDITOR'S NOTE.—The next installment of this report will deal with margarine.]

## SOUTHERN MARKETS.

## New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., May 22, 1924.—Prime crude, 8c; offerings very light. Refined firmly held, inquiries broadening. Thirty-six per cent meal, \$37.00; 41% meal, \$38.50; 43% meal, \$42.60; loose hulls, \$15.80; sacked hulls, \$19.00, all delivered New Orleans.

## COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York May 1 to May 21, none.

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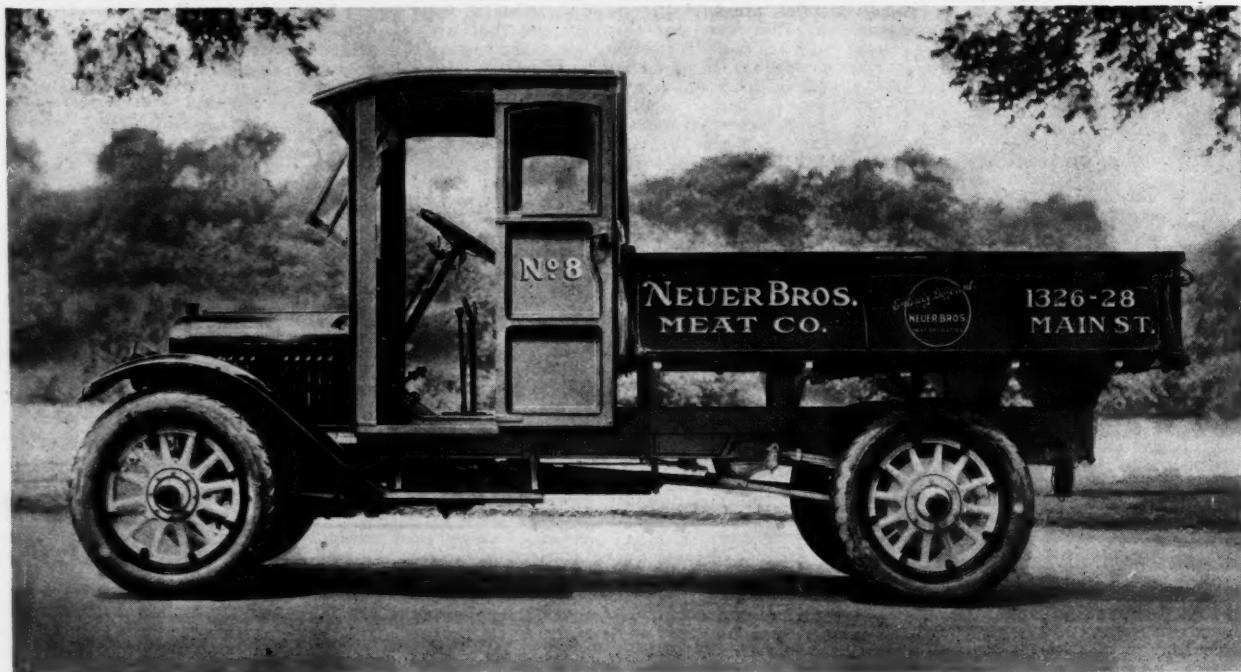
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# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

Hog products showed no change in the latter part of the week with undertone weak and prices daily sagging to new season's lows and with lack of foreign interest and more liberal hog receipts. Interest in the market was light, eastern liquidation a feature. Reports indicate fairly good domestic trade.

### Cottonseed Oil.

Cottonseed oil quite weak at end of week in new low ground for the season with lard under liquidation due to lack of support. Crude offered more freely and south was pressing bleachable. Crude, 8c asked everywhere with refiners' ideas somewhat lower. Break has brought about some betterment cash trade with some sales to Maine packers.

Quotations on cottonseed oil at Friday noon, were: May, \$9.30@9.55; June, \$9.30@9.45; July, \$9.51@9.53; August, \$9.65@9.66; September, \$9.72@9.74; October, \$9.27@9.33; November, \$8.65@8.75; December, \$8.60@8.65.

### Tallow.

Tallow, weak, sales of extra at 7c.

### Oleo Oil and Stearine.

Stearine, 10½c, nom.

## FRIDAY'S GENERAL MARKETS.

New York, May 23, 1924—Spot lard at New York, prime western, \$10.90@11.00, middle western, \$10.75@10.85; city, steam, \$10.67½@10.75; refined, continent, \$11.50; South American, \$12.25; Brazil kegs, \$13.35; compound, \$11.50@11.75.

### Liverpool Provision Markets.

Liverpool, May 23, 1924—(By Cable)—Quotations today: Shoulders, square 54s; New York, 54s; shoulders, picnics, 56s; hams, long cut, 77s; hams, American cut, 84s; bacon, Cumberland cut, 65s; bacon, short backs, 73s; bellies, clear, 64s; Wiltshire sides, 64s; spot lard, 61s 9d.

### Hull Oil Market.

Hull, England, May 23, 1924—(By Cable).—Refined cottonseed oil, 42s 9d; crude cottonseed oil 39s.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to May 23, 1924, show exports from that country were as follows: To England, 107,139 quarters; to the continent, 14,750 quarters; to other ports, none.

Exports for the previous week were as follows: To England, 54,044 quarters; to the continent, 70,698 quarters; to other ports, none.

## NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending May 17, 1924, with comparisons, as follows:

	Week ending May 17, 1924.	Previous week.	Cor. week 1923.
Western dressed meats:			
Steers, carcasses	7,420	7,725	9,840
Cows, carcasses	1,115	1,065½	456
Bulls, carcasses	178	212	1,161
Veal, carcasses	13,359	13,039	14,260
Hogs and pigs	.....	.....	3,666
Lambs, carcasses	17,653	17,505	18,459
Mutton, carcasses	5,676	7,955	8,105
Beef cuts, lbs.	301,581	403,834	149,121
Pork cuts, lbs.	1,098,680	1,052,708	1,310,341
Local slaughters:			
Cattle	10,538	10,101	10,246
Calves	19,615	16,780	18,252
Hogs	58,136	61,232	51,102
Sheep	34,717	44,841	56,139

## TRADE GLEANINGS.

Frye & Company, Seattle, Wash., packers, recently opened a branch house at Winlock, Wash.

The Texas Packing Co., Houston, Tex., plans to erect a new three-story plant at a cost of \$80,000.

The Colorado, Tex., Oil-Cotton Company are rebuilding their oil mill, which was destroyed by fire some time ago.

The Westinghouse Electric & Manufacturing Company has opened a downtown office for the department of publicity at 1202 Keenan Bldg., Pittsburgh, Pa.

Bernhardt Ernst Bros., Philadelphia, Pa., packers, have gone into the hands of a receiver, and have made an assignment for the benefit of their creditors.

The American Hide and Leather Company reports a net profit of \$200,588 for the quarter ended March 31, 1924, as compared to a deficit of \$118,175 for the same time last year.

According to the postoffice department, cottonseed and cottonseed products from Hawaii and Porto Rico have been barred from the United States on account of the pink boll worm and the cotton blister mite.

The San Francisco offices of the Williams Patent Crusher & Pulverizer Co., of St. Louis, Mo., have been moved to new and larger quarters. The new address of the western branch is 415 5th St., San Francisco, Calif.

## VEGETABLE OIL MARKETS.

COCONUT OIL—The market was very inactive, and on the whole was quite weak. Demand was limited and in some quarters liquidations was reported in evidence. Lower prices failed to bring about any improvement in the demand, and the coast market was also rather heavy. Sentiment at the moment appears to be against the market. At New York Ceylon type in barrels was quoted at 9¼@9½c, tanks 8¼@8½c, tanks coast 7¾@7½c, edible barrels New York 10¼@10½c, Cochin barrels New York 9½@9¼c.

SOYA BEAN OIL—The market remains steady, owing to an absence of pressure of supplies, but demand was limited. At New York crude in barrels was quoted at 12¼@12½c, edible at 13c, crude tanks New York 10.35@10.40c, tanks coast 9¾@9½c.

PEANUT OIL—A little more inquiry was in evidence, but trade on the whole was quiet, and the market continued rather firm. Oriental oil was offered at around 12¼c, sellers' tanks, duty paid, with claims of sales recently at 12½c. At New York refined in barrels was quoted at 15½@16c.

PALM OIL—The market was barely steady, as demand was small, owing to the renewed weakness in tallow. At New York, Lagos spot was quoted at 7½@7¾c, shipment 7@7.10. Niger spot 6½c, shipment 6¾c.

PALM KERNEL OIL—The market was dull and about steady and quoted at 8¾@9c.

CORN OIL—The market was somewhat easier, following the slump in crude cotton oil, and with a rather limited demand. Crude, barrels New York, was quoted at 10½@11c, tanks f.o.b. Chicago 8¼c asked, refined barrels New York 11¼@12c, cases \$13.38.

SESAME OIL—The market was rather steady, but demand was limited, owing to weakness in cotton oil. Arrivals were fair, with spot oil quoted at 11¼c. Oil for shipment was quoted at 11¾c, c.i.f. New York.

COTTONSEED OIL—Demand has been moderate, and the market rather easy. Spot p.s.y. barrels were quoted at 9¾@10¼c, with the inside price mainly store oil New York. Southeast crude was 7½@8c, Valley 8c sales—Texas nominal.

## RECEIPTS AT CENTERS.

SATURDAY, MAY 17, 1924.

	Cattle.	Hogs.	Sheep.
Chicago	1,000	4,000	2,000
Kansas City	500	3,000	.....
Omaha	100	9,000	.....
St. Louis	400	5,000	200
Sioux City	200	9,000	.....
St. Paul	200	800	.....
Oklahoma City	100	400	.....
Fort Worth	100	300	300
Milwaukee	.....	100	.....
Denver	3,000	1,000	800
Louisville	100	1,000	200
Wichita	100	600	.....
Indianapolis	100	4,000	100
Pittsburgh	100	3,000	500
Cincinnati	400	3,400	200
Buffalo	100	1,500	400
Cleveland	300	2,500	500
Nashville, Tenn.	.....	800	.....
Toronto	600	300	.....

MONDAY, MAY 19, 1924.

Chicago	24,000	46,000	10,000
Kansas City	18,000	12,000	6,000
Omaha	10,000	10,500	3,500
St. Louis	7,000	15,000	1,500
St. Joseph	3,000	5,000	4,800
Sioux City	3,000	8,000	1,800
St. Paul	2,400	13,500	200
Oklahoma City	500	800	.....
Fort Worth	7,000	3,000	4,500
Milwaukee	.....	500	.....
Denver	2,600	1,700	1,000
Louisville	800	2,700	800
Wichita	2,000	1,600	.....
Indianapolis	500	4,000	100
Pittsburgh	1,000	7,500	100
Cincinnati	1,200	5,000	200
Buffalo	1,800	16,000	7,400
Cleveland	700	7,500	800
Nashville, Tenn.	300	2,300	200
Toronto	4,200	1,400	300

TUESDAY, MAY 20, 1924.

Chicago	9,000	23,000	7,000
Kansas City	11,000	12,000	5,000
Omaha	8,800	13,000	7,000
St. Louis	6,000	19,000	2,500
St. Joseph	2,500	6,500	4,000
Sioux City	4,000	11,000	100
St. Paul	2,000	7,500	400
Oklahoma City	500	700	.....
Fort Worth	2,200	700	500
Milwaukee	900	3,700	100
Denver	700	2,200	100
Louisville	300	1,500	200
Wichita	1,000	1,200	.....
Indianapolis	1,500	12,000	100
Pittsburgh	100	1,500	300
Cincinnati	300	4,000	500
Buffalo	100	2,500	600
Cleveland	300	3,000	300
Nashville, Tenn.	100	1,400	.....
Toronto	600	1,500	200

WEDNESDAY, MAY 21, 1924.

Chicago	12,000	25,000	6,000
Kansas City	10,000	12,000	9,000
Omaha	13,000	19,000	5,500
St. Louis	4,000	18,000	1,000
St. Joseph	4,000	10,500	2,500
Sioux City	4,000	13,500	200
St. Paul	2,000	15,000	300
Oklahoma City	1,000	8,000	.....
Fort Worth	6,500	1,000	2,000
Milwaukee	300	1,000	100
Denver	1,500	1,500	4,800
Louisville	400	2,000	300
Wichita	200	1,500	4,000
Indianapolis	1,900	10,000	100
Pittsburgh	100	1,500	500
Cincinnati	500	5,000	400
Buffalo	200	1,500	400
Cleveland	400	3,000	700
Nashville, Tenn.	100	1,800	.....
Toronto	200	2,800	200

THURSDAY, MAY 22, 1924.

Chicago	14,000	33,000	8,000
Kansas City	3,500	9,000	6,000
Omaha	6,500	16,000	3,000
St. Louis	2,000	16,000	1,000
St. Joseph	2,000	6,500	4,000
Sioux City	1,500	12,000	.....
St. Paul	2,900	10,000	100
Oklahoma City	300	700	.....
Fort Worth	2,000	500	1,700
Milwaukee	700	2,500	100
Denver	700	3,200	2,600
Wichita	400	1,200	400
Indianapolis	800	9,000	200
Pittsburgh	100	1,500	300
Cincinnati	600	5,300	1,000
Buffalo	100	1,100	2,100

FRIDAY, MAY 23, 1924.

Chicago	6,000	35,000	6,000
Kansas City	1,500	9,000	7,000
Omaha	1,000	10,500	2,000
St. Louis	1,200	16,000	500
St. Joseph	500	5,800	800
Sioux City	1,000	10,000	.....
St. Paul	1,300	10,500	100
Oklahoma City	1,500	1,000	.....
Fort Worth	6,500	700	5,500
Milwaukee	100	300	.....
Denver	100	400	.....
Wichita	400	1,700	.....
Indianapolis	800	8,000	100
Pittsburgh	.....	3,000	500
Cincinnati	600	5,500	400
Buffalo	200	6,400	4,000

Carcass beef sells chiefly on its good looks. What ruins the looks of a carcass? How should the carcass "splitter" work to prevent this? Ask THE BLUE BOOK, the "Packer's Encyclopedia."



# LIVE STOCK MARKETS

## CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)  
Chicago, May 24, 1924.

**CATTLE**—During the first four days of the calendar week bovine offerings at ten large markets amounted to approximately 198,000 head, an increase of 22,000 over corresponding period a week earlier. Receipt increase locally was approximately 9,000 head. Expanded country loadings led to sharp price cuts, especially on yearlings, the downturn amounting to 50¢/75¢ in the main.

Fed steers of value to sell above \$10.00 lost 35¢/50¢, plainer kinds selling off 15¢/25¢. Good to choice heavy steers were pounded harder than lower grades although there were comparatively few choice heavies offered.

Extreme top paid early in the week was \$11.85, the high mark today being \$11.40. Practically the only price suffered by the butcher stock contingent fell on yearling heifers which were offered freely. Canners and cutters showed more action.

Bulls closed about in line with a week earlier and veal calves after advances early in the week dropped back today, finishing the week steady to 25¢ higher at \$10.00@10.50 mostly.

**HOGS**—General urgency to demand and moderate receipts early in the week resulted in a sharp bulge which placed most prices on the highest levels of the current year. Expansion in supplies later and indifference on the part of shippers offset early strength so that values were barely steady with those current last Thursday.

Gains early in the week carried the top to \$7.75, with the best offerings of practically all weights quotable up to that figure. Although this mark had been attained on two different occasions this year, it had never been paid freely. Best butchers today cashed at \$7.65.

**SHEEP**—A much lower dressed market in the east had its bearish effect upon

the local live market and all killing classes late in the week suffered sharp price losses. Diminishing receipts were unable to offset this major influence.

Fat lambs sold generally 50¢/75¢ lower than a week ago with sheep in spots as much as \$1.00 off. Prime handyweights fat lambs at the close brought \$15.20 while comparable kinds earlier in the week sold upward to \$15.75. Heavy fat sheep felt the brunt of the downturn and these are generally \$1.00 lower.

Kinds averaging 170 lbs. and above sold downward from \$6.00 at the close with choice lightweights quotable to \$7.75.

## ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)  
E. St. Louis, Ill., May 22, 1924.

**CATTLE**—The outstanding feature of this trade was the severe decline administered to beef cows. Compared with one week ago native and Texas beef steers steady to 15¢ higher; medium grade natives and Texas above \$7.00 showing the advance.

Light yearlings and heifers 25¢ lower; beef cows at \$7.00 and up steady; other

cows and cutters 50¢/75¢ lower; canners, bulls and stock steers steady; light vealers 50¢/\$1.00 lower.

Tops for week: matured steers, \$10.60; yearlings, \$9.25; mixed light yearlings, \$9.75. Bunks for week: native steers, \$7.50 @ \$9.90; Texas steers, \$6.75 @ \$8.00; yearlings and heifers \$8.00 @ \$9.25; cows, \$5.00 @ \$6.50; canners, \$2.10 @ \$2.50; bologna bulls, \$4.25 @ \$5.00.

**HOGS**—Hog market started out higher but was a down hill affair after Monday and is closing about 15¢ lower than a week ago. Packers continue to buy sparingly and despite a more favorable market to Eastern shippers, demand did not improve enough to counter-balance increased receipts.

Butcher hogs with weight continue to command a light premium but the spread is narrow in all good hogs averaging 170 lbs. and above brought \$7.35 and \$7.40 today with top at \$7.45. Good 110@130 lb. pigs \$6.00@6.75; packing sows \$6.40@6.50.

**SHEEP**—With receipts below normal but somewhat heavier this week than last, the market broke sharply. Lambs are 50¢/75¢ lower than a week ago and sheep 50¢@1.50 lower, the greatest decline striking spring lambs and heavy mutton ewes. Best spring lambs brought \$16.50 today, clipped lambs \$14.60 and fat clipped ewes \$6.00 to \$7.00.

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, May 22, 1924, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
TOP	\$ 7.60	\$ 7.35	\$ 7.20	\$ 7.45	\$ 7.15
BULK OF SALES	7.15@ 7.55	7.15@ 7.30	6.75@ 7.20	7.15@ 7.40	7.00@ 7.10
Hvy. wt. (250-350 lbs.), med.-ch.	7.40@ 7.60	7.25@ 7.35	7.00@ 7.15	7.20@ 7.45	7.00@ 7.15
Med. wt. (200-250 lbs.), med.-ch.	7.35@ 7.55	7.20@ 7.35	6.90@ 7.15	7.00@ 7.45	7.00@ 7.15
Lt. wt. (150-200 lbs.), com.-ch.	7.00@ 7.50	6.85@ 7.25	6.25@ 7.05	7.00@ 7.45	6.75@ 7.15
Lt. lt. (130-150 lbs.), com.-ch.	6.00@ 7.35	6.00@ 7.00	6.00@ 6.90	6.15@ 7.30	6.25@ 7.10
Packing hogs, smooth	6.85@ 7.00	6.80@ 6.85	6.40@ 6.60	6.40@ 6.60	6.25@ 6.50
Packing hogs, rough	6.70@ 6.85	6.40@ 6.60	6.25@ 6.40	6.15@ 6.40	6.25@ 6.35
Slight. pigs (130 lbs. down), med. ch.	5.25@ 6.40	5.50@ 6.50	4.00@ 6.00	5.60@ 6.75	5.75@ 6.25
Av. cost and wt. Wed. (pigs excluded)	7.44-244 lb.	7.21-224 lb.	7.00-252 lb.	7.43-213 lb.	.....
Slaughter Cattle and Calves:					
STEERS (1,100 LBS. UP):					
Choice and prime	10.85@11.85	10.50@11.60	10.80@11.60	11.25@12.25	9.25@11.00
Good	10.00@11.00	9.25@10.65	9.35@10.75	10.25@11.25	8.50@10.00
Medium	8.25@10.25	7.75@ 9.35	7.85@ 9.50	8.25@10.25	7.50@ 9.50
Common	7.25@ 8.35	6.00@ 8.00	6.25@ 8.00	6.25@ 8.25	6.25@ 7.75
STEERS (1,100 LBS. DOWN):					
Choice and prime	10.50@11.50	10.15@11.50	10.50@11.50	11.00@12.00	.....
Good	9.75@10.85	9.00@10.25	9.25@10.60	10.00@11.00	9.00@10.75
Medium	8.00@10.00	7.50@ 9.25	7.75@ 9.35	8.00@10.00	7.50@ 9.00
Common	6.50@ 8.25	5.75@ 7.75	5.85@ 7.85	5.75@ 8.00	5.75@ 7.50
Canner and cutter	4.25@ 6.25	3.50@ 5.75	3.85@ 5.85	3.75@ 5.75	3.50@ 5.75
HEIFERS:					
Good-choice (850 lbs. up)	9.25@11.25	8.00@10.65	8.75@10.75	8.50@11.00	8.50@10.00
Good to prime (800 lbs. down)	8.00@10.25	6.50@ 9.25	7.50@ 9.25	7.00@ 9.00	7.50@ 9.00
LT. YRLG. STEERS AND HEIFERS:					
Common-med. (all weights)	5.50@ 8.00	3.50@ 6.75	4.50@ 7.50	4.00@ 7.00	5.00@ 7.50
COWS:					
Good and choice	7.00@ 8.85	5.75@ 8.25	6.00@ 8.35	6.25@ 8.00	6.00@ 7.50
Common and medium	4.50@ 7.00	4.00@ 5.75	4.35@ 6.00	4.25@ 6.25	3.50@ 6.00
Canner and cutter	2.75@ 4.50	2.00@ 4.00	2.00@ 4.35	2.00@ 4.25	2.00@ 3.25
BULLS:					
Good-ch. (beef yrags. excluded)	5.00@ 7.25	4.85@ 6.00	4.75@ 6.75	5.25@ 7.25	4.50@ 6.25
Can.-med. (canner and bologna)	3.75@ 5.10	3.00@ 4.85	3.75@ 4.75	3.25@ 5.00	3.25@ 4.65
CALVES:					
Med.-ch. (190 lbs. down)	8.50@11.25	7.50@10.75	7.50@10.50	7.00@10.00	6.00@10.00
Cull.-com. (190 lbs. down)	5.00@ 8.25	3.00@ 7.50	4.25@ 7.50	3.50@ 7.00	3.50@ 6.00
Med.-ch. (190-260 lbs.)	5.75@11.00	5.75@10.25	6.00@10.25	5.50@ 9.50	4.00@ 8.25
Med.-ch. (260 lbs. up)	5.00@ 8.75	5.50@ 8.50	5.75@ 8.50	5.00@ 8.25	3.50@ 7.00
Cull.-com. (190 lbs. up)	3.50@ 8.00	3.00@ 5.50	3.00@ 7.00	3.00@ 5.00	3.00@ 6.00
Slaughter Sheep and Lambs:					
Lambs, med.-pr. (84 lbs. down)	13.00@15.20	12.00@14.25	12.00@14.50	12.25@14.75	12.00@14.52
Lambs, cull.-com. (all weights)	10.00@13.00	9.25@12.00	9.25@12.00	9.00@12.25	9.00@12.00
Lambs, med.-pr. (Spring)	14.00@16.25	14.50@16.25	14.50@16.50	15.00@16.75	.....
Lambs, cul.-com. (Spring)	10.00@14.00	10.75@14.50	10.75@14.50	10.50@15.00	.....
Yearling wethers, med.-prime	10.25@13.25	9.00@12.25	9.25@12.75	9.75@12.75	9.50@12.50
Wethers, med.-pr. (2 yrs. old and over)	6.25@10.25	5.50@ 8.15	5.75@ 9.50	5.75@ 9.50	5.75@ 9.75
Ewes, common to choice	4.50@ 7.75	4.00@ 7.10	4.25@ 7.50	4.50@ 7.50	3.75@ 7.50
Ewes, canner and cull.	1.50@ 4.50	1.00@ 4.00	1.00@ 4.25	1.00@ 4.50	1.00@ 3.75

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**KANSAS CITY.**

(Reported by U. S. Bureau of Agricultural Economics.)  
Kansas City, Mo., May 22, 1924.

**CATTLE**—More liberal receipts this week resulted in a weaker undertone in the general market and practically all killing cattle are lower. Beef steers and yearlings are closing 25@50c lower, with more loss in instances on weighty beefs. Choice heavy steers averaging well over 1,600 lbs., sold up to \$11.10 while best handyweights cashed at \$11.00. Bulk of the fed offerings were taken from \$8.00@10.50.

Texas grass steers met a good outlet and are closing weak to 25c lower with most sales for the week from \$6.00@7.75. Better grades of beef cows and heavy heifers finished weak to 25c lower while in-between grades of cows and light heifers are 25@40c off. Canners and cutters and bulls are around steady.

Desirable veal calves are steady while other grades are mostly 25c lower. Practical top on veals was \$10.50 with a few at higher figures.

**HOGS**—Receipts of hogs were slightly larger than the same period last week and prices show very little change as compared with last Thursday. Today's top of \$7.35 on desirable medium and weighty butchers is the same as a week ago today, while the bulk of the better grades sold from \$7.20@7.30. The week's top reached \$7.50 on Monday which equalled the year's high time. Packing sows are a shade higher with the bulk selling from \$6.60@6.75.

**SHEEP**—Although receipts were smaller than last week prices on both sheep and lambs are sharply lower. Shorn lambs are mostly 50@75c lower while spring lamb prices declined around \$1.00. Best springers reached \$7.25 with bulk from \$16.00@16.75. Most clippers going from \$13.75@14.45 with best at \$14.75.

Aged sheep are 50@75c lower than last Thursday. Texas wethers sold up to \$8.35 with others from \$7.75@8.25. Most fat ewes ranged at \$6.50@7.15.

**OMAHA.**

(Reported by U. S. Bureau of Agricultural Economics.)  
Omaha, Nebr., May 22, 1924.

**CATTLE**—With receipts the first four days of this week the heaviest on record for any corresponding period in May, buying interests were able to break steer prices 25@50c, with spots 75c on some of the well finished weighty offerings which generally felt the full force of the decline. Yearlings slumped about 25c.

Fed she stock is selling steady to 25c lower; vealers and bologna bulls steady; beef bulls 50c lower. Weighty steers sold upward to \$11.25; medium weights \$11.10 and long yearlings \$11.00. Bulk of steers and yearlings are selling at \$7.75@10.35.

Fed cows and heifers \$5.00@8.25; vealers \$10.00@10.50; bologna bulls \$4.25@4.60; heavy beef bulls \$4.75@5.25.

**HOGS**—Price gains noted early in the week was lost later under liberal receipts, closing values being 5@10c lower than a week ago. Bulk of sales ranged today from \$6.75@7.15; top \$7.20. Packing sows largely \$6.35@6.40.

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References: Dun & Bradstreet

**SHEEP**—The undertone of the fat lamb market was decidedly weak and with demand indifferent, prices declined 75c, spring lambs showing a loss of 75c@1.00. Receipts included several loads of Idaho springers, the first of the season. Idahos sold at \$16.25@17.00, closing the week at the inside price.

Clipped lambs reached \$15.20 on Tuesday with best today at \$14.35. Fat sheep are around 50c lower for the week.

**SIOUX CITY.**

(Special Letter to The National Provisioner.)

Sioux City, Ia., May 21, 1924.

**CATTLE**—The week is continuing to furnish more beef cattle than demands of trade call for. For the first half of this week there have been 11,800 reported at this yards, 1,200 more than were here last week and 2,800 more than were here for the same time of last year. But the excess over last week has been more than made up in a shipment of through southern that count in total receipts but were not on the market.

There is too big proportion of good fat corn fed beefs coming and prices on these are now 25@40 cents lower than at the close of last week, although the trade of today was steady with yesterday; all other grades of offerings are around steady to more than a shade lower than last week.

Best beefs here today sold at \$10.85 and bulk of good to choice beefs of all weights at \$9.50@10.50, with light yearlings of choice quality at the latter figure; fair to good grades \$8.50@9.50; commoner grades from \$8.25 down to around \$7. Bulk of beef cows and heifers, \$6.00@7.50, fancy lots higher and the common to fair lots from \$5.50 down to \$4.00; cannery \$3.00@4.00; top veals, \$12.00.

**HOGS**—Hog prices are reopening quickly to varying receipts these days. After working up to an active market at around \$7.20@7.30 for hogs on Monday, the price has been set back until today the bulk sold at \$6.90 to \$7.10 with \$7.20 the outside price; off quality mixed and light weights \$6.75@6.90. Heavy packing sows in odd lots, \$6.35@6.40.

**SHEEP**—There are not enough sheep coming to this yards to make a market. Good spring lambs sold up to \$6.90 in lots.

**ST. JOSEPH**

(Special Letter to The National Provisioner.)

South St. Joseph, Mo., May 20, 1924.

**CATTLE**—Cattle receipts were light for two days, numbering around 5,000 head. General quality was good and steers and yearlings made up the bulk of receipts. Steers and yearlings were steady to 15c lower Monday, and strong to 15c higher

Tuesday, which placed values practically unchanged with last week's close.

Best steers averaging 1,151 pounds sold at \$10.85, and bulk of all sales ranged \$8.75@10.65. Mixed yearlings ranged up to \$10.00, with most sales \$8.00@9.25, and best yearling steers averaging 932 pounds at \$10.00. Colorado and Nebraska pulp steers ranged \$8.85@10.60. No Texas steers were offered.

Cows and heifers held a generally steady level on both days. Heifers in odd bunches sold up to \$9.50 with load lots ranging \$7.00@8.75, and common kinds down to \$5.50. Choice cows sold up to \$8.00, with \$5.50@7.25 taking bulk of fair to good killers, and load lots at \$7.25@7.50.

Canners and cutters sold mostly \$2.50@3.75. Bulls and calves are unchanged. Bulls ranged largely \$4.00@5.00 with light weights up to \$7.25. Top veals sold at \$9.50.

**HOGS**—Hog receipts were light, numbering around 11,500 for the two days. There was a fair degree of activity to the market and values are 5@10c higher than last week's close. The top was \$7.45 each day and bulk of sales \$7.25@7.40. Packing sows sold mostly at \$6.60 and stags \$5.00@5.50.

**SHEEP**—Sheep receipts around 8,500 for two days, consisting largely of native

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spring lambs, clips, and a few loads of Colorado wool skins. The market is unchanged with last week's close, with the exception of clipped lambs which are around 25c higher. Clips sold up to \$15.25 Tuesday, the highest of the year. Wool lambs were of only fair quality and sales were largely at \$16.75, with a few at \$16.25 @ \$16.50. Spring lambs sold \$16.50 @ \$17.00.

Aged sheep were scarce. Shorn ewes ranged \$7.50 @ \$8.25. A few wool wethers sold at \$11.00 and clips \$9.00. Clipped yearlings brought \$13.50.

### ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Dept. of Agriculture.)

South St. Paul, Minn., May 21, 1924.

**CATTLE**—The market proved a very slow affair at weak to 25c lower prices on all classes with steer and yearling values showing most declines.

Steers and yearlings have been fairly numerous during the past Wednesday to Wednesday period and of relatively better finish than for some time past. Weighty steers in load lots made \$10.00 @ \$10.25 on practically every session, the rank and file going at \$7.75 @ \$9.50.

She stock held up until today, bulk cashing at \$4.50 @ \$7.35 with better kinds upwards to \$9.00 or more. Canners, cutters and bologna bulls show some gain for the period. Sales on the canners and cutters range from \$2.25 @ \$3.25 and on bologna bulls from \$4.25 @ \$4.60.

**HOGS**—Hog receipts at this point for the month to date total about 197,000 or an increase of about 12,000 compared with the same period last year. On Tuesday this week, the local yard average reached \$7.22, a new high point for the year while the top of \$7.35 equalled the season's previous high point.

Prices dropped back somewhat today but current values are still 10 @ 15c above those of a week ago. Most of the butcher and bacon hogs sold today at \$7.15 @ \$7.20, the latter price top. The number of packing sows is gradually increasing.

**SHEEP**—Lambs are about steady with a week ago while sheep are 25 @ 50c lower. Best clipped lambs are quotable upward to \$14.75, choice clipped ewes up to \$7.50.

### LOUISVILLE.

(Special Letter to The National Provisioner.)

Louisville, Ky., May 21, 1924.

**CATTLE**—A larger cattle supply arrived so far this week, numbering 1,600 head. The market was slightly easier on most classes, although the choice handy butcher classes sold steady. A good portion of the run was composed of westerns which suffered a slight loss. The best heifers and steers sold up to \$9.50.

Few prime ripe heavy steers were offered. Trade was slow in both stockers and feeders, and especially dull on the common classes. Bulls were scarce and fully steady. The outlook is for a quiet trade the remainder of the week.

Quotations: Prime heavy steers, \$8.50 @ 9.50; heavy shipping steers, \$8 @ 8.50; fat heifers, \$6.00 @ 9.50; fat cows, \$5.50 @ 7.50; canners, \$2.00 @ 2.50; bulls, \$3.50 @ 5.50.

**HOGS**—Supply for the first half of the week totaled over 6,000. The market gained slightly opening day but dropped 15c today bringing tops to \$7.70. Reports from all other markets indicated lower prices. The indications are for further reductions the last half of the week unless receipts slacken up at the western markets.

Top hogs, 165 lbs., up, \$7.70; 120 @ 165 lbs., \$6.85; pigs, 90 @ 120 lbs., \$5.50; 90 lbs. down, \$4.50; throwouts, \$5.70; stags, \$4.55 down.

**CALVES**—Over 1,200 arrived the first three days of the week. Market gained 50c today with best veals \$8.50.

**LAMBS**—Supply has been moderate with the choice ewe and wether lambs up to \$17.50 and bulk of the top lambs today from \$17.00 @ \$17.25. Best fat clipped sheep \$6.00 @ \$7.00, wool sheep \$1.00 higher, bucks \$4.00 down. Best fall lambs \$10.00 @ \$12.00.

### PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, May 17, are reported to The National Provisioner as follows:

#### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	5,986	11,100	16,112
Swift & Co.	7,056	12,200	17,505
Morris & Co.	5,702	10,400	8,433
Wilson & Co.	5,096	9,100	3,951
Anglo American Prov. Co.	1,152	4,400	...
G. H. Hammond Co.	2,036	5,400	...
Libby, McNeill & Libby	833	...	...
Brennan Packing Co.	8,800	hogs; Miller & Hart,	...
5,800 hogs; Independent Packing Co.	6,400	hogs;	...
Boyd, Lunham & Co.	5,800	hogs; Western Packing	...
& Provision Co.	14,900	hogs; Roberts & Oake, 6,000	...
hogs; others,	21,500	hogs.	...

#### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,225	1,637	6,889	4,497
Cudahy Pkg. Co.	3,106	880	8,840	6,745
Fowler Pkg. Co.	326	...	...	...
Morris & Co.	3,604	1,199	4,565	2,697
Swift & Co.	4,253	740	7,118	5,738
Wilson & Co.	3,299	349	8,473	5,850
Local butchers	689	211	460	15
Total	19,502	5,025	32,345	25,542

#### OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,716	...	...	...
Cudahy Pkg. Co.	6,145	14,779	5,088	...
Dold Pkg. Co.	1,656	7,826	...	...
Morris & Co.	3,681	7,577	1,465	...
Swift & Co.	7,308	12,437	6,414	...
M. Glassberg	...	...	...	...
Hoffman Pkg. Co.	120	...	...	...
Mayerowich & Vall	69	...	...	...
Mid-West Pkg. Co.	102	...	...	...
Omaha Pkg. Co.	85	...	...	...
John Roth & Sons	105	...	...	...
S. Omaha Pkg. Co.	163	...	...	...
Lincoln Pkg. Co.	581	...	...	...
Nagle Pkg. Co.	150	...	...	...
Sinclair Pkg. Co.	162	...	...	...
Wilson & Co.	852	...	...	...
J. W. Murphy	...	5,418	...	...
Kenneth & Murray	...	4,685	...	...
Others	...	4,382	...	...
Total	27,993	72,791	17,283	...

#### ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,134	5,076	2,015	...
Swift & Co.	3,614	8,133	3,206	...
Morris & Co.	1,078	4,507	712	...
St. Louis Dressed Beef Co.	1,328	...	...	...
Independent Pkg. Co.	833	...	...	...
East Side Pkg. Co.	986	5,250	395	...
Hell Pkg. Co.	22	3,965	...	...
American Pkg. Co.	45	176	59	...
Krey Pkg. Co.	121	...	...	...
Sartorius Pkg. Co.	...	563	...	...
Sieloff Pkg. Co.	184	...	16	...
Butchers	9,336	45,822	1,684	...
Total	21,681	75,672	8,081	...

#### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,408	458	12,542	9,195
Armour & Co.	2,343	359	6,588	3,498
Morris & Co.	1,897	425	5,642	1,757
Others	3,444	115	15,039	940
Total	11,092	1,357	39,811	15,200

#### SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,548	132	14,390	275
Armour & Co.	3,627	123	12,021	117
Swift & Co.	1,787	54	6,423	207
Sacks Pkg. Co.	127	40	...	...
Smith Bros. Pkg. Co.	45	21	6	...
Packer and order buyer	2,777	...	16,908	...
shipments	...	...	...	...
Total	11,911	370	49,748	597

#### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	959	901	1,930	177
Wilson & Co.	874	612	2,311	22
Others	80	8	420	...
Total	1,923	1,522	4,661	199

#### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,080	3,620	25,399	129
Kingan & Co.	1,776	505	12,528	255
Moore & Co.	...	...	...	...
Ind. Abattoir Co.	1,050	160	2,460	161
Armour & Co.	169	265	4,169	...
F. Heigelmeyer & Bros.	3	...	951	...
Brown Bros.	222	35	...	...
Bell Pkg. Co.	136	21	322	...
Schmeier Pkg. Co.	18	11	452	...
Meier Pkg. Co.	117	...	280	...
Ind. Pkg. Co.	...	8	386	...
Wabritz Pkg. Co.	35	78	...	49
Riverview Pkg. Co.	12	...	376	...
Miscellaneous	315	129	143	48
Total	4,936	5,592	50,617	642

#### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons Co.	487	401	4,447	99
Kroger Groc. & Bak. Co.	222	63	1,462	...
C. A. Fruend	99	90	288	...
Gus Juengling	174	112	...	53
J. F. Schroth Pkg. Co.	12	...	3,303	...
H. H. Meyer Pkg. Co.	...	...	2,804	...
J. Hilberg & Son	228	...	...	39
Wm. G. Rehn & Son	154	...	...	...
Peoples Pkg. Co.	8	173	...	...
J. Sander & Son	100	...	...	...
A. Sander Pkg. Co.	...	...	1,808	...
J. Vogel & Son	...	...	898	...
J. Hoffman & Son	...	...	492	...
Lohrey Pkg. Co.	...	...	282	...
Ideal Pkg. Co.	...	...	945	...
Sam Gail	...	...	497	...
J. Schlacter & Son	...	...	83	...
Total	1,484	839	16,822	781

#### MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,147	10,771	6,686	44
Swift & Co., Harrison	16	...	...	...
United Dressed Beef Co.	68	...	...	...
Layton Pkg. Co.	...	...	627	...
R. Gunz	74	42	147	...
P. C. Gross & Co.	86	25	47	...
Butchers	180	426	123	51
Traders	387	154	17	1
Total	1,958	11,418	7,647	116

#### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	728	558	9,482	565
Dold Pkg. Co.	257	38	4,431	...
Local butchers	322	...	...	...
Total	1,307	596	13,913	565

#### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,330	4,540	19,477	757
Hertz & Rifkin	236	55	...	...
Katz Pkg. Co.	879	638	...	...
Swift & Co.	3,615	6,813	29,436	908
Others	728	1	11,288	...
Total	7,788	12,056	60,201	1,660

#### RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending May 17, 1924, with comparisons:

#### CATTLE.

	Week ending May 17, 1924.	Prev. week.	Cor. week, 1923.
Chicago	29,143	29,533	28,850
Kansas City	19,502	18,755	22,405
Omaha	27,993	25,087	22,937
St. Louis	21,681	18,529	19,150
St. Joseph	11,092	10,293	9,351
Sioux City	11,911	8,126	7,614
Oklahoma City	1,923	1,951	1,515
Indianapolis	4,936	5,882	8,288
Cincinnati	1,484	1,659	2,608
Milwaukee	1,958	1,252	2,118
Wichita	1,307	1,262	1,079
Denver	...	...	...
St. Paul	7,788	7,609	4,632

#### HOGS.

	Week ending May 17, 1924.	Prev. week.	Cor. week, 1923.
Chicago	122,000	135,000	161,100
Kansas City	32,345	38,810	48,471
Omaha	72,791	92,107	67,340
St. Louis	75,672	73,100	78,460
St. Joseph	39,811	37,294	35,909
Sioux City	49,748	67,508	39,634
Oklahoma City	4,661	7,023	10,018
Indianapolis	50,617	42,116	67,241
Cincinnati	16,822	16,157	16,464
Milwaukee	7,647	...	8,501
Wichita	13,913	17,492	10,153
Denver	...	...	...
St. Paul	60,201	68,001	40,419

#### SHEEP.

	Week ending May 17, 1924.	Prev. week.	Cor. week, 1923.
Chicago	46,001	56,003	42,394
Kansas City	25,542	18,851	23,410
Omaha	17,283	32,404	38,289
St. Louis	8,081	1,026	10,149
St. Joseph	15,200	22,347	16,373
Sioux City	507	1,140	117
Indianapolis	109	77	139
Oklahoma City	642	459	1,487
Cincinnati	781	716	866
Milwaukee	116	...	84
Wichita	565	1,305	795
Denver	...	...	...
St. Paul	1,660	68,651	1,258

### BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending May 17, 1924, with comparisons.

	Week ending May 17, 1924.	Previous week.	Cor. week, 1923.
Western dressed meats:			
Steers, carcasses	2,365	1,865	2,867
Cows, carcasses	1,226	1,226	892
Bulls, carcasses	95	66	63
Veals, carcasses	1,511	1,049	885
Lambs, carcasses	13,949	10,825	11,118
Mutton, carcasses	1,195	1,074	940
Pork, lbs.	587,081	517,585	203,351
Local slaughters:			
Cattle	1,742	1,870	1,481
Calves	2,937	3,253	2,548
Hogs	17,661	13,737	15,493
Sheep	5,796	6,086	5,373



# HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

## Chicago.

**PACKER HIDES**—Active. Killers decided to accept old prices and keep sold up rather than jeopardize their outlets for material as tanners were beginning to threaten to withdraw from the market should further advances be talked. About 8,000 native steers moved at 12½¢; 6,000 heavy Texas made 12c and 4,000 lights 11c; about 5,000 butts moved at 12c and 9,000 Colorados 11c. Two packers booked 25,000 branded cows and extreme Texas steers to own accounts at 9c. About 12,000 light cows sold at 10½¢, being ¼¢ up and 20,000 were moved to tanning subsidiary, probably at the same figure. No heavy cows were reported sold and bulls were quiet. Spreads were inactive. Nothing further expressed in local small packers which sold earlier at 10½¢ and brands at 9c. One killer did not participate in the movement, claiming no stocks available.

**COUNTRY HIDES**—The situation presents little change in aspect. There is a limited call for light stock suitable for patent leather. Heavy hides are not finding many friends and the export interest which is noticeable in packer descriptions is not in sight for the country varieties. Tanners are watching the packer market closely where further slight appreciations are recorded in material of an influencing character to country stock. Holdings of hides here are still moderately liberal and generally in firm hands. Outside lots are more closely booked up and on account of fresh stock being better haired sellers talk firm figures. All weight hides in the originating sections are quoted at 8@8½¢ delivered basis paid as to seller and section. Heavy steers are featureless and quoted generally along with heavy cows and butts at 8@8½¢ for qualities. As a rule local sellers talk 9c for strictly choice over 45 lbs. hides but no trades have been reported at that figure as yet as far as can be learned. Extremes are receiving the major portion of the demand from patent leather makers with the side leather tanners taking an occasional parcel of stock to keep plants operating at reduced capacity. Business is noted in good quality extremes at 10@10½¢ for weights 25@45 and 25@50 lbs. as to grub content. Sellers talk up to 11c for best extremes and as far as can be learned that figure has not as yet been paid. Sellers here are confident same will shortly be realized when the movement of packer light cows, largely grubby at 10½¢ are noted. Branded country stock is quoted quiet and entirely nominal at 7@7½¢ flat basis and country packer branded hides at 8½@9c paid for good mixed, late slaughter cows and steers. Bulls are listed at 7@7½¢ asked for country run and country packers are quoted at 8@8½¢ asked. Glue hides are priced at 4@5c nominal.

**CALFSKINS**—One large packer moved half his May production, about 35,000 skins, at all points of slaughter at the new rate of 19½¢. Prior business was at 21c and asking rates of 22c were recently noted. Domestic buyers however, insisted that rates for packer skins should be in line with the cities which sold earlier in the week at 18½¢. Further moderately ample offerings are noted in local city skins at 19c but all bids are at 18½¢ and tanners claim same will not be bettered, and especially in view of the packer movement. Other packers are not offering on such a plane. Outside city calfskins are quoted up to 18½¢ for first salted material and resalted parcels down to 16c while mixed country and city stock is ranged at 14@16c. Deacons are in moderately good request because of a good suede leather demand and are priced at \$1.15@1.25 for good mixed varieties, and up to \$1.35 asked for cities. Kipskins remain

steady with packers lately sold at 16½¢ and cities at 15c. Outside descriptions valued at 12@14c.

**MISCELLANEOUS MARKETS**—There is very little demand noted for dry hides which are held at 15@17c as to sellers for western all weights. Horse hides are selling very slowly at \$3.75@4.00 for good country run; sellers endeavor to get \$4.25. Renderers up to \$4.50 still bid and \$5.00 asked. Packer pelts are quiet and nominal at \$2.50@3.00; countries \$1.50@2.00; shearlings 75@90c; dry skins 25@30c asked; demand small; stocks well in hand; pickled skins \$6.50@9.00 doz. for straight run packers; hog 15@25c.

## New York.

**PACKER HIDES**—Killers are inclined to ask more money on city slaughter stock on account of sold up position of the market and the apparent strength in the west. Native steers are quoted 12½¢ asked firmly with prior business at 12c. Butts are held at 12c and Colorados at 11c. These rates are considerably above prior business levels and for this reason tanners are inclined to go slow, particularly as they match the full western basis paid. Buyers feel that at least half a cent should separate the two sections of the country in order to allow for the kosher and freight feature. Cows are quoted at 9@9½¢ with the inside lately paid. Bulls quoted 8c asked.

**OUTSIDE PACKER HIDES**—Exporters are again making their presence felt in the outside packer market, initial business being reported in several thousand May Pacific Coast hides at 10½¢ flat f. o. b. for steers and 8½¢ flat f. o. b. for cows. Prior business by the same seller in Aprils was at 10½@8½¢ made some time ago; with intermediate operations reported as low as 9½@7½¢ for similar stock. Eastern small packer hides continue strong in tone. All weight cows are quoted at 9@10c asked with the outside the general idea of sellers. Steers quoted at 11@11½¢ asked. Sales of mixed cows and steers are reported at 10c. Bulls have been bringing 8c and brands are ranged at 9@10½¢ for descriptions.

**COUNTRY HIDES**—Eastern buyers are more concerned with southern stock at the moment according to business reported in 2,500 good section stock tick and grub free at 10c flat, and also several cars of northern similarly described stock at 10½¢ flat. Ohio and similar mid western extremes quoted 10@10½¢ for weights paid; Western lights 10@10½¢; Canadians 9½@10c asked flat. Heavy weight hides are quiet and ranged at 8@8½¢.

**CALFSKINS**—Trade is slow. Three weights quoted \$1.60@2.35@3.25 paid and asked. Straight lights sold at \$1.65. Outside skins quoted \$1.40@1.55 range; Pennsylvania packers \$1.60@2.20@3.20 paid. Foreign skins steady. Courlands \$1.43 paid; Lithuanians \$1.30@1.35 asked. Untrimmed domestics 17@17½¢; Canadian deacons \$1.35 asked; N. Y. kips \$3.50@4.30.

## PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending May 17, 1924.

	Week ending May 17, 1924.	Previous week.	Cor.
Western dressed meats:			
Steers, carcasses	2,938	3,144	2,685
Cows, carcasses	815	553	311
Bulls, carcasses	210	189	310
Veal, carcasses	2,137	1,989	1,920
Lambs, carcasses	8,008	6,632	4,734
Mutton, carcasses	2,120	2,180	2,001
Pork, lbs.	388,952	257,070	269,855
Local slaughters:			
Cattle	2,458	2,207	2,720
Calves	3,297	2,923	3,029
Hogs	28,170	22,944	20,021
Sheep	5,616	5,658	5,979

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending May 17, 1924:

	CATTLE		Cor. week
	Week ending May 17, 1924.	Prev. week, 1923.	
Chicago	29,143	40,488	28,580
Kansas City	24,527	22,938	26,962
Omaha	24,287	22,809	19,896
E. St. Louis	16,148	15,558	14,420
St. Joseph	8,997	7,465	7,197
Sioux City	9,261	6,508	7,193
Cudahy	1,063	1,010	907
Fort Worth	7,104	8,867	.....
Philadelphia	2,458	2,207	2,720
Indianapolis	1,891	1,990	2,644
Boston	1,742	1,870	1,451
New York & Jersey City	10,538	10,101	10,246
Oklahoma City	3,445	4,206	.....

	HOGS		Cor. week
	Week ending May 17, 1924.	Prev. week, 1923.	
Chicago	122,100	120,385	161,100
Kansas City	32,345	38,810	48,943
Omaha	35,812	70,472	50,890
E. St. Louis	36,210	48,023	55,486
St. Joseph	25,021	28,948	42,539
Sioux City	41,627	48,041	30,313
Cudahy	19,134	16,894	14,947
Ottumwa	14,128	17,658	12,876
Fort Worth	6,963	5,003	4,800
Philadelphia	28,170	22,944	20,021
Indianapolis	17,578	18,853	32,060
Boston	17,081	13,737	15,493
New York & Jersey City	58,136	61,232	51,102
Oklahoma City	4,061	7,023	20,500

	SHEEP		Cor. week
	Week ending May 17, 1924.	Prev. week, 1923.	
Chicago	46,001	55,477	42,394
Kansas City	25,542	18,851	23,459
Omaha	19,587	29,221	38,878
E. St. Louis	6,261	3,729	4,842
St. Joseph	14,300	18,853	15,949
Sioux City	820	1,626	441
Cudahy	120	366	390
Fort Worth	12,712	9,440	.....
Philadelphia	5,616	5,658	5,979
Indianapolis	205	1,826	.....
Boston	5,706	6,096	5,373
New York & Jersey City	34,717	44,841	36,159
Oklahoma City	199	77	.....

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending May 24, 1924, with comparisons, are as follows:

	PACKER HIDES.		Corresponding
	Week ending May 24, '24.	May 17, '24, week 1923.	
Spread native steers	14½@15c	14½@15c	20 @ 22c
Heavy native steers	12½@13c	@12c	18 @ 18½c
Heavy Texas steers	@12c	@12c	17 @ 17½c
Heavy butt branded steers	@12c	@12c	17 @ 17½c
Heavy Colorado steers	@11c	@11c	16 @ 16½c
Ex-Light Texas steers	@9c	@9c	13 @ 13½c
Branded cows	@9c	@9c	13 @ 13½c
Heavy native cows	@10½cn	@10½cn	15 @ 15½c
Light native cows	@10½c	@10c	14½ @ 15c
Native bulls	@8½cn	@8½cn	14 @ 14½c
Branded bulls	@7½c	@7½c	12 @ 12½c
Calfskins	19½@22c	@21c	19 @ 19½c
Kip	16½@17½c	16½@17½c	16 @ 16½c
Slunks, regular	@1.25	@1.25	11@12.15
Slunks, hairless	@40c	@40c	35@75c

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.

## CITY AND SMALL PACKERS.

	CITY AND SMALL PACKERS.		Corresponding
	Week ending May 24, '24.	May 17, '24, week 1923.	
Natives all	@10c	@10c	14½@15½c
Bulls, native	@8½c	@8½c	13 @ 14c
Branded hides	@8½c	@8½c	12½@13½c
Calfskins	@18c	@18c	18 @ 18½c
Kip	@15c	@15c	15½@16c
Light calf	\$1.50@1.60	\$1.50@1.60	\$1.30@1.35
Slunks, regular	\$1.50@1.60	\$1.50@1.60	\$1.00@1.10
Slunks, hairless	35 @40c	35 @40c	35 @70c

## COUNTRY HIDES.

	COUNTRY HIDES.		Corresponding
	Week ending May 24, '24.	May 17, '24, week 1923.	
Heavy steers	9½@10½c	9½@10½c	13 @ 14c
Heavy cows	8 @ 8½c	7½@8c	12½@13c
Butts	8 @ 8½c	7½@8c	12½@13c
Extremes	10 @ 11c	9½@10½c	13 @ 14½c
Bulls	7 @ 7½c	7 @ 7½c	11 @ 11½c
Branded	7 @ 7½c	7 @ 7½c	11 @ 11½c
Calfskins	14 @ 15c	14 @ 15c	14 @ 15c
Kip	12 @ 13c	12 @ 13c	13 @ 14c
Light calf	\$1.15@1.25	\$1.15@1.25	\$1.20@1.25
Deacons	\$1.00@1.10	\$1.00@1.10	\$1.00@1.15
Slunks, regular	\$0.90@1.00	\$0.90@1.00	\$0.60@0.75
Slunks, hairless	\$0.25@0.30	\$0.25@0.30	\$0.25@0.30
Horsehides	\$4.00@4.50	\$4.00@4.50	\$4.50@5.00
Hogskins	\$0.25@0.30	\$0.25@0.30	\$0.15@0.20

## SHEEPSKINS.

	SHEEPSKINS.		Corresponding
	Week ending May 24, '24.	May 17, '24, week 1923.	
Large packers	\$3.00@3.25	\$3.00@3.25	\$3.40@3.50
Small packers	\$2.50@3.00	\$2.50@3.00	\$3.00@3.30
Packers, shearlings	\$1.00	\$1.00	\$1.10@1.20
Country pelts	\$1.50@2.00	\$1.75@2.25	\$1.75@2.75
Dry pelts	\$0.25@0.28	\$0.25@0.31	\$0.31@0.33

## ICE AND REFRIGERATION

### ICE NOTES.

The Cooper Ice Company has been incorporated in Cordova, Ala., with a capital stock of \$30,000 by I. E. Cooper, J. L. Caraway and J. W. Coker.

The plant of the St. Joe Ice Company, St. Joe, Ind., was recently damaged by fire to the extent of \$10,000.

A new ice plant and cold storage warehouse has been built in Virginia, Ill., by Rufus C. Crampton.

The ice plant in Hopkins, Mo., was recently purchased from J. O. Drangoo by H. A. Dalby.

The Consolidated Ice & Fuel Company, Union, S. D., has recently installed considerable new equipment in its plant.

The Brookside Ice Company is erecting a new ice storage plant in Gastonia, N. C.

A \$150,000 ice plant is being erected at Guthrie and Kentucky avenues, Paducah, Ky., by Frank Rieke.

A new 20-ton ice plant has been built in Watseka, Ill., by the Ainsworth Pure Ice Co.

The Holt & Brandon Ice & Coal Company, Evansville, Ind., has increased its capital stock from \$50,000 to \$110,000, and plans to make several improvements next year.

The Diamond Ice Company plans to erect a \$75,000 addition to its cold storage plant in Lynchburg, Va.

The Texas Power & Light Company has purchased all the assets of the Crockett Ice & Cold Storage Company in Crockett, Tex. It is planned to improve and operate the Crockett plant.

The Davidson Ice & Fuel Company has recently completed a 10-ton ice plant in Davidson, N. C.

The Delhi Ice & Fuel Company has been incorporated in Delhi, La., with W. W. Johnson as president and Paul Fudicker, secretary-treasurer.

### MEAT IN AUSTRALIA.

(Continued from page 26.)

"I have no hesitation in saying that if the producers in Australia do not come up with the money to arrange some decent selling organization over in London we will be wiped out of this market in the next decade, other than in fine wools.

"In support of this let me quote one fact. In the eight years, from 1913 to 1921, the Argentine gradually pushed us out of this market, until, in the latter year, she had increased her sales to the United Kingdom by over £80,000,000, while in the same period we increased ours only by £32,000,000. This was all in primary products.

"We can look for nothing here in the way of preference, as the capital invested in South America by British investors is far greater than in Australia. What is more, the control of that capital remains with boards in London. These boards have great financial power in London, and are pushing Argentine products to our detriment all the time."

### An Unhappy Situation.

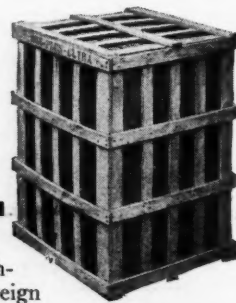
The chairman of the board, in commenting on the subject, said:

"It is an unhappy situation, but the industry has now determined to face it boldly and overcome it. We have arranged for the representation of the industry in London by Mr. Hassan and Mr. Russell Sinclair. We are spending all the available funds on extensive propaganda work at the British Empire Exhibition.

"The fate of all shipments of Australian meat going to London will be carefully watched by our representatives from now on, and as soon as the Commonwealth and remaining States have passed the legislation to authorize the control by the State Meat Advisory Boards we shall take steps to place ourselves on a footing of full equality with all foreign competition."

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Every sheet is thoroughly and evenly baked to a medium chocolate color through and through. That there are no green centers you can be absolutely sure of because you can see the center of every sheet. Novoid Corkboard is moulded in 24" sheets and cut into 12" widths; while 2" sheets are made by splitting 4" sheets.

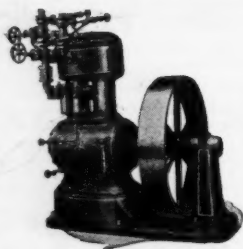
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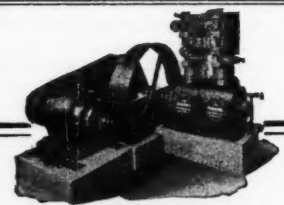


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PHOENIX

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The position of the cattle industry in Australia was recently told in some legal proceedings in Queensland affecting the values of cattle properties. It was stated there that in 1918 the average value of cattle sold was £11/13 per head, but in 1923 the price had dropped to £4/13.

#### Argentina Underbids Australia.

The Argentine competition has adversely affected the canning industry. Only recently the British army contract for 1,700,000 lbs. of corned beef went to an Argentine firm. Australian bidders were 35 per cent higher. It is said that the price was approximately 5s per dozen tins, and it is admitted in Australia that trade cannot be done at this figure. Canned meat exports from Australia have dropped from 47 million lbs. in 1919-20 to 10 million lbs. in 1922-23. Fresh meat quantities have also declined in export.

An interesting question has cropped up in connection with the selling agency for the Wyndham packing plant, which is the property of the Western Australian Government. The agreement with Messrs Sheed, Thompson and Co. was held up on the suggestion that the firm is associated with the "American Meat Trust." Mr. Thompson, of the firm recently arrived in Western Australia on the subject.

Messrs. William Davis and Co., shareholders in Sheed, Thompson and Co., are a purely Canadian firm, and they have no connection of any kind with the sale of American beef or any connection with any American meat company. The agreement, which has not been signed, contains a clause by which it can be cancelled if at any time it is found that William Davis and Co., of Canada, become connected with any beef seller of America, and a certificate in writing to the Agent-General is to be conclusive evidence of the fact.

The W. A. Meat Exports Company Limited have had another unsatisfactory season. Their big plant at Owen Anchorage, south of Fremantle, was opened in 1922, but only about 30,000 lambs were handled. The past season was still more unfortunate, the supply of lambs being short, while the rinderpest regulations prevented supplies, which otherwise would have been available, from being taken to the plant.

#### Trade in New Zealand.

The position in New Zealand has no special features. Operations for export have been continued. The only interesting development has been the trial of taking fat lambs to the plant by trucks instead of by rail. The trial will be continued next season to endeavor to come to some conclusion.

#### CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending May 15, 1924, with comparisons.

##### BUTCHER STEERS.

	1,000-1,200 lbs.	Week ended May 15.	Same week 1923.	Week ended May 8.
Toronto		\$ 8.40	\$ 8.50	\$ 8.35
Montreal (W)		7.75	7.75	7.75
Montreal (E)		7.75	7.75	7.75
Winnipeg		7.10	8.00	7.25
Calgary		6.75	7.10	6.50
Edmonton		6.50	7.00	6.50

##### VEAL CALVES.

Toronto	11.50	12.50	12.00
Montreal	6.50	7.00	7.00
Montreal (E)	6.50	7.00	7.00
Winnipeg	10.00	11.50	11.00
Calgary	8.00	8.25	7.00
Edmonton	8.00	9.00	8.00

##### SELECT HOGS.

Toronto	8.85	12.05	9.20
Montreal (W)	8.75	12.25	8.75
Montreal (E)	8.75	12.25	8.75
Winnipeg	7.81	11.27	7.70
Calgary	7.53	9.90	7.53
Edmonton	7.30	11.05	7.30

##### GOOD LAMBS.

Toronto	16.00	18.00	16.50
Montreal (W)	8.00	8.00	12.50
Montreal (E)	8.00	8.00	12.50
Winnipeg	13.00	13.00	13.75
Calgary	13.25	12.00	13.50
Edmonton	13.00	11.00	13.00



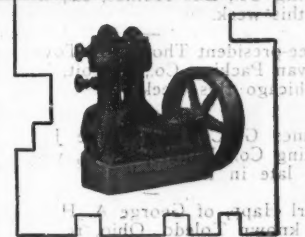
## The Key that Unlocks the Door to INCREASED PROFITS

THOUSANDS of York Machines have paid for themselves, and are now earning substantial dividends for their owners. These machines are designed for service, built of the best materials for the purpose, thoroughly tested and rigidly inspected before shipment. They are self-contained, require very little attention and do not require a skilled operator. There is probably no other equipment you can buy that will be a greater help in increasing your profits than a York Refrigerating Machine.

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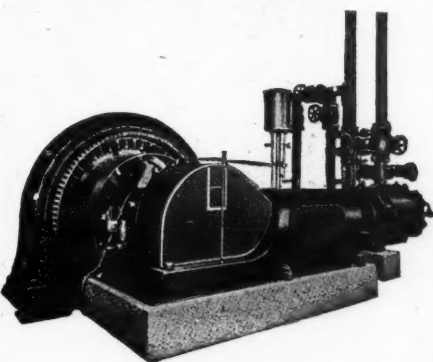
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300 ton direct connected Electric Driven De La Vergne High Speed Machine

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De La Vergne high speed horizontal machines have been in actual use longer than any other design. The patented auxiliary suction port is a great advantage, not only increasing the efficiency but insuring perfect lubrication.

De La Vergne medium and low speed machines are also offered to suit any requirements.

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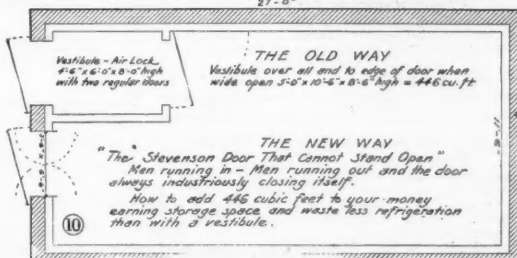
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Cut out all costs for construction and operation of vestibule air locks. Our Service Sheets—free on request—show how to do it. Write for them today.

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## Cold Storage Insulation

All Kinds of Refrigerator Construction

### JOHN R. LIVEZEY

Glenwood Avenue  
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PHILADELPHIA, PA.



# Chicago Section

F. T. Fuller, president of the Iowa Packing Co., Des Moines, Ia., was in the city this week.

Vice-president Thomas E. Tower, of the Sullivan Packing Co., Detroit, Mich., was in Chicago this week.

James G. Cownie, of the Jacob Dold Packing Co., Buffalo, N. Y., was in Chicago late in the week.

Carl Happ, of George A. Happ & Son, well known Toledo, Ohio, renderers and packers, was in the city this week.

E. G. Barber and L. E. Dennig, Jr., of the St. Louis Independent Packing Co., St. Louis, Mo., were in Chicago this week.

Vice-president E. C. Merritt, of the Indianapolis Abattoir Co., Indianapolis, Ind., made a trip to Chicago during the week.

T. W. Taliaferro, president and general manager of the Hammond Standish Co., Detroit, Mich., was a Chicago visitor this week.

John W. Rath, president of the Rath Packing Co., Waterloo, Ia., stopped off in Chicago this week on his return from the East.

Joseph Kircher, general manager of the Chicago Butchers Packing Co., Ottawa, Ill., called on his Chicago friends during the week.

G. A. Fossett, secretary of the National Swine Growers' Association, left Chicago Thursday for a two weeks' vacation in California.

Packers purchases of livestock at Chicago for the first four days of this week totaled 34,844 cattle, 18,653 calves, 84,815 hogs and 21,805 sheep.

Carl M. Aldrich, general manager, and Glenn Walden, car route sales manager, of the Morton-Gregson Co., Nebraska City, Nebr., were in Chicago this week.

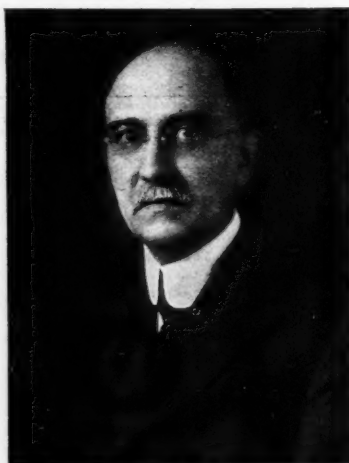
Fred G. Schenk, president of the Columbus Packing Co., Columbus, Ohio, together with Howard Wilson, superintendent of the plant, were visitors in Chicago, this week.

Vice-president Jay C. Hormel, and H. H. Corey, head of the export department of the Geo. A. Hormel Company, Austin, Minn., were in Chicago this week.

Swift & Company's sales of carcass beef in Chicago, for the week ending Saturday, May 17, for shipment sold out, ranged from 8c to 20c per pound, averaged 14.49 cents per pound.

Provision shipments from Chicago for the week ending May 17, with comparisons, were as follows:

	Last week.	Prev. week.	Last year.
Cured meats, lbs.....	15,713,000	16,089,000	13,571,000
Fresh meats, lbs.....	39,989,000	36,984,000	22,546,000
Lard, lbs.....	7,915,000	7,158,000	12,912,000



THE LATE FRANK C. CALDWELL

Otto Blaurock, general manager of the Western Packing & Provision Co., with his wife and two daughters, sail from New York on the Franconia on May 30th to Liverpool. Their itinerary is Liverpool, London, Paris, Berne, Zurich, Vienna, Budapest, Carlsbad, Hanover, Stettin, Berlin, Hamburg and Antwerp, returning on the steamer Belgenland. While abroad he will meet A. B. Friedman, Major E. L. Roy and other Americans now enjoying the delights of Europe.

## DEATH OF F. C. CALDWELL.

Frank C. Caldwell, former president of H. W. Caldwell & Son Co., and a director of the Link-Belt Company since the purchase of the H. W. Caldwell & Son Co. by the Link-Belt Company in 1921, was stricken with heart failure on the morning of May 15th while on his way to the bank, of which he was president, at Oak Park, a suburb of Chicago. He died in an ambulance enroute to a hospital.

Mr. Caldwell was born in Indianapolis in 1866, and came to Chicago in the early eighties to complete his education at Union College of Law. He practiced until 1892, when he became vice-president of the H. W. Caldwell & Son Co. He became president in 1908, and continued until the Caldwell Company was purchased by the Link-Belt Company in 1921. Since then he has been a director of the Link-Belt Company.

His long experience in manufacturing, his knowledge of law, his ability and his sound judgment, were held in high esteem by all who knew him. Mr. Caldwell was president of the National Metal Trades Association in 1911-1912, and served as its treasurer from 1912 until 1922. He was a sturdy champion of the right of the individual to work without declaring allegiance to a trade union.

His company manufactured machinery largely used in the meat packing, vegetable oil and allied fields, and he was a loyal supporter of association activities in these fields, and was highly regarded by everyone.

## "BOSS" HOG DEHAIRER SALES.

R. T. Hedfield, of the Chicago branch of The Cincinnati Butchers' Supply Company, has sold the Standard Serum Co., of Kansas City, a "Boss" grate hog dehairer. This is the fourth "Boss" dehairer for Kansas City and shows that the merits of these machines are being recognized more and more. They have won the reputation as great helpmates for hog slaughterers.

## LEON DASHEW

Counselor At Law

15 Park Row New York

## C. W. RILEY, Jr.

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**DRY RENDERING PROFITABLE.**

Ever since M. D. Harding's article on his continuous dry rendering system appeared in THE NATIONAL PROVISIONER, a little over a year ago, many packers, renderers and machinery manufacturers have tried it with more or less success.

Being a new way of rendering, different from tanking and kettle rendering, it has taken time and experience to get thoroughly familiar with its many merits to reap its full benefit. With the proper equipment, correctly used, as done daily at Armour's and elsewhere, it is said to prove a most profitable system of rendering. Tests on ten thousand pounds of green offal show a gain of about \$17 over tanking.

Another advantage of continuous dry rendering is its sanitary operation, eliminating obnoxious odors and slush, whereby a better class of labor can be had to take charge of it.

Darkening the material somewhat, if not carefully watched, has been charged against dry rendering. This The Cincinnati Butchers' Supply Company has entirely overcome with its new "BOSS" prime system and device, which can be attached and operated with any closed type cooker or melter.

Dry rendered lard or other edible material with the "Boss" Prime System is said to be of the highest grade in color and flavor. Full information about equipment for dry rendering and the "Boss" prime system may be had from The Cincinnati Butchers' Supply Co., Chicago, Ill., and Cincinnati, Ohio.

**CHICAGO LIVESTOCK.****RECEIPTS.**

	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 12	24,352	4,180	66,517	16,716
Tues., May 13	7,188	4,838	21,444	12,253
Wed., May 14	8,350	2,206	14,058	10,025
Thur., May 15	11,595	5,655	18,408	9,246
Fri., May 16	3,065	1,206	10,745	5,787
Sat., May 17	815	72	4,234	1,536
Totals last week	55,935	18,161	144,406	58,563
Previous week	59,786	19,121	160,533	76,846
Year ago	55,114	18,988	174,009	54,645
Two years ago	54,288	17,501	138,654	66,577

**SHIPMENTS.**

	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 12	6,804	42	13,135	2,599
Tues., May 13	2,645	78	6,580	1,585
Wed., May 14	3,419	21	2,509	2,065
Thur., May 15	2,647	44	8,860	3,704
Fri., May 16	917	14	10,171	1,716
Sat., May 17	238	14	3,299	.....
Total last week	16,070	199	42,490	11,669
Previous week	19,248	147	40,148	21,399
Year ago	16,563	333	26,074	9,519
Two years ago	16,217	133	15,137	20,067

Receipts at Chicago Stock Yards thus far this year to May 17, with comparative totals:

	1924.	1923.
Cattle	1,116,646	1,120,577
Calves	332,840	321,294
Hogs	4,288,266	3,983,538
Sheep	1,367,352	1,457,810

Combined weekly hog receipts at eleven markets for 1924 to May 17, with comparisons:

	Week.	Year to date.
Week ending May 17	617,000	16,032,000
Previous week	718,000	.....
Corresponding week 1923	699,000	15,072,000
Corresponding week 1922	542,000	10,698,000
Corresponding week 1921	520,000	12,239,000
Corresponding week 1920	642,000	12,689,000

Combined receipts at seven points for the week ending May 17, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending May 17	192,000	506,000	150,000
Previous week	192,000	598,000	169,000
1923	178,000	554,000	559,000
1922	161,000	438,000	151,000
1921	154,000	406,000	181,000

Combined receipts at seven markets for 1924 to May 17, and the corresponding period for previous years:

	*Cattle.	Hogs.	Sheep.
1924	3,545,000	13,312,000	3,597,000
1923	3,559,000	12,533,000	3,886,000
1922	3,301,000	8,988,000	3,450,000

\*Calves at Omaha, St. Louis and St. Joseph are counted as cattle.



One of the Giffel Sales Co.'s aluminum bodies in use by Hughes-Curry Packing Co., Anderson, Ind.

**Reduce Your Delivery Costs**

Several packers have done this very thing by using our pure aluminum air tight panel body

Requires no ice or refrigeration of any kind. Insulation and air tight aluminum body hold the cold air in.

We specialize in panel and stake bodies for all size chassis.

Further details furnished on request

**GIFFEL SALES COMPANY**

845 LaFayette Avenue

Terre Haute, Ind.

Chicago Stock Yards receipts average weight and top and average prices for hogs for under-mentioned weeks:

	Number received.	Average weight, lbs.	Prices— Top. Average.
*Week ending May 17	144,000	236	\$ 7.65 \$ 7.30
Previous week	169,533	236	7.70 7.45
1923	174,000	240	8.06 7.70
1922	138,654	243	11.00 10.70
1921	130,219	240	9.00 8.45
1920	155,347	235	14.85 13.95
1919	192,276	231	21.30 20.85
1918	148,230	240	17.95 17.55
1917	148,064	221	16.55 16.10
1916	124,896	221	10.75 9.85
1915	144,684	231	7.87% 7.65
1914	131,844	238	8.35 8.20
Average 1914-1923	148,000	234	\$12.50 \$12.10

\*Receipts and average weight for week ending May 17, 1924, unofficial.

**WEEKLY AVERAGE PRICE OF LIVESTOCK.**

	Cattle.	Hogs.	Sheep.	Lamba.
Week ending May 17	\$ 9.65	\$ 7.30	\$ 7.50	\$15.10
Previous week	9.80	7.45	7.60	15.50
1923	9.35	7.70	7.80	14.60
1922	8.25	10.75	7.50	12.40
1921	8.40	8.45	7.00	11.70
1920	12.40	13.95	12.10	16.85
1919	14.90	20.85	11.30	15.35
1918	15.35	17.55	14.85	18.10
1917	12.05	16.10	14.25	18.16
1916	9.75	9.85	8.40	10.85
1915	8.45	7.65	6.90	10.25
1914	8.40	8.20	5.25	7.80
Average 1914-1923	\$10.70	\$12.10	\$ 9.45	\$13.60

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards for week mentioned:

	Cattle.	Hogs.	Sheep.
*Week ending May 17	38,700	101,400	46,900
Previous week	40,488	129,385	55,477
1923	38,551	147,935	45,126
1922	38,071	123,517	46,510
1921	27,285	101,211	50,130

\*Saturday, May 17, estimated.

Chicago packers hogs slaughtered for the week ending May 10, 1924.

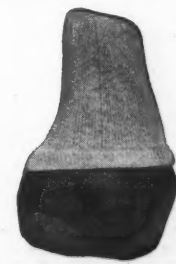
Armour & Co.	11,100
Anglo-American	4,400
Swift & Co.	12,200
Hammond Co.	5,400
Morris & Co.	10,400
Wilson & Co.	9,100
Boyd-Latham	5,800
Western Packing Co.	14,900
Roberts & Oake	6,000
Miller & Hart	5,800
Independent Packing Co.	6,400
Brennan Packing Co.	8,300
Wm. Davies Co.	.....
Agar Packing Co.	200
Others	21,500

Totals	122,100
Previous week	135,300
Year ago	161,100
Two years ago	132,100
Three years ago	111,300

(For Chicago livestock prices see page 40.)

**The Stockinet Smoking Process**

Saves  
Labor  
Trimming  
Shrinkage



Smoke Your Meats in Stockinets and Get Uniformity, Sanitation, SQUARE Butts and Appearance

**The Ham Season is Now On**

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# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## CASH PRICES.

Based on Actual Carload Trading, Thursday,  
May 23, 1924.

### Green Meats.

<b>Regular Hams—</b>	
8-10 lbs. avg.	@15
10-12 lbs. avg.	@15
12-14 lbs. avg.	@15
14-16 lbs. avg.	@15
16-18 lbs. avg.	@15½
18-20 lbs. avg.	@16
<b>Skinned Hams—</b>	
14-16 lbs. avg.	@17
16-18 lbs. avg.	@17
18-20 lbs. avg.	@16½
20-22 lbs. avg.	@15½
22-24 lbs. avg.	@14½
24-26 lbs. avg.	@12½
26-30 lbs. avg.	@12½
<b>Picnics—</b>	
4-6 lbs. avg.	@8½
6-8 lbs. avg.	@8
8-10 lbs. avg.	@7½
10-12 lbs. avg.	@7½
12-14 lbs. avg.	@7½
14-16 lbs. avg.	@7½
<b>Clear Bellies—</b>	
6-8 lbs. avg.	@13½
8-10 lbs. avg.	@11½
10-12 lbs. avg.	@11½
12-14 lbs. avg.	@11
14-16 lbs. avg.	@10½

### Pickled Meats.

<b>Regular Hams—</b>	
10-12 lbs. avg.	14½ @14½
12-14 lbs. avg.	14½ @14½
14-16 lbs. avg.	14½ @14½
16-18 lbs. avg.	14½ @14½
18-20 lbs. avg.	15½ @16
<b>Boiling Hams—</b>	
16-18 lbs. avg.	@16
18-20 lbs. avg.	@16½
20-22 lbs. avg.	@16½
<b>Skinned Hams—</b>	
14-16 lbs. avg.	@15½
16-18 lbs. avg.	@15½
18-20 lbs. avg.	@14½
20-22 lbs. avg.	@13½
22-24 lbs. avg.	@13
24-26 lbs. avg.	@12½
26-30 lbs. avg.	@12½
<b>Picnics—</b>	
4-6 lbs. avg.	@8
6-8 lbs. avg.	@7½
8-10 lbs. avg.	@7½
10-12 lbs. avg.	@7½
12-14 lbs. avg.	@7½
14-16 lbs. avg.	@7½
<b>Bellies (square cut and seedless)—</b>	
6-8 lbs. avg.	@12½
8-10 lbs. avg.	@11½
10-12 lbs. avg.	10½ @11
12-14 lbs. avg.	10½ @11
14-16 lbs. avg.	@10½

### Dry Salt Meats.

Extra ribs, 35-45.	@9½
Extra cleats, 35-45.	@9
Regular plates, 6-8.	@8½
Clear plates, 4-7.	@8
Jowl butts.	@7
<b>Fat Backs—</b>	
8-10 lbs. avg.	@7½
10-12 lbs. avg.	@8
12-14 lbs. avg.	@8½
14-16 lbs. avg.	@8½
16-18 lbs. avg.	@9
18-20 lbs. avg.	@10
20-25 lbs. avg.	10½
<b>Clear Bellies—</b>	
14-16 lbs. avg.	@10½
16-18 lbs. avg.	@10½
18-20 lbs. avg.	@10½
20-25 lbs. avg.	@10½
30-35 lbs. avg.	@10
35-40 lbs. avg.	@10
40-50 lbs. avg.	@9½

## FUTURE PRICES.

Official Board of Trade, Range of Prices.

SATURDAY, MAY 17, 1924.

	Open.	High.	Low.	Close.
<b>LARD—</b>				
May	10.47½	10.47½	10.45	10.45
July	10.60	10.62½	10.60	10.62½
September	10.92½	10.92½	10.87½	10.87½
<b>CLEAR BELLIES—</b>				
May	10.12½	10.12½	10.12½	10.12½
July	10.37½	10.37½	10.37½	10.37½
<b>SHORT RIBS—</b>				
May	9.90	9.90	9.90	9.90
July	9.90	9.90	9.90	9.90
September	10.00	10.00	10.00	10.00

MONDAY, MAY 19, 1924.

	Open.	High.	Low.	Close.
<b>LARD—</b>				
May	10.45-47	10.45-47	10.45	10.45 b
July	10.62½	10.67½	10.62½	10.62ax
September	10.90	10.92-95	10.90	10.90ax
<b>CLEAR BELLIES—</b>				
May	10.12	10.12	10.12	10.12 n
July	10.37	10.37	10.37	10.37 n
September	10.60	10.60	10.60	10.60 b
<b>SHORT RIBS—</b>				
May	9.95	9.95	9.95	9.95 b
July	9.95ax	9.95ax	9.95ax	9.95ax
September	10.00	10.00	10.00	10.00 b

TUESDAY, MAY 20, 1924.

	Open.	High.	Low.	Close.
<b>LARD—</b>				
May	10.45	10.47½	10.42½	10.42ax
July	10.65	10.65	10.55-57	10.57 b
September	10.90	10.90	10.85	10.87 b
<b>CLEAR BELLIES—</b>				
May	10.10	10.10	10.10	10.10 n
July	10.35	10.35	10.35	10.35
September	10.60	10.60	10.60	10.60
<b>SHORT RIBS—</b>				
May	9.97	9.97	9.97	9.97 n
July	9.95ax	9.95ax	9.95ax	9.95ax
September	10.00	10.00	10.00	10.00 n

WEDNESDAY, May 21, 1924

	Open.	High.	Low.	Close.
<b>LARD—</b>				
May	10.40	10.40	10.30-32	10.32ax
July	10.52½	10.52½	10.50	10.50ax
September	10.82½	10.82½	10.77½	10.77 b
<b>CLEAR BELLIES—</b>				
May	10.10	10.10	10.10	10.10ax
July	10.20	10.20	10.15	10.15
September	10.60	10.60	10.50	10.50
<b>SHORT RIBS—</b>				
May	9.95	9.95	9.95	9.95ax
July	9.95	9.95	9.95	9.95ax
September	10.00	10.00	10.00	10.00ax

THURSDAY, MAY 22, 1924

	Open.	High.	Low.	Close.
<b>LARD—</b>				
May	10.30	10.30	10.30	10.30ax
July	10.45-47	10.45-47	10.45	10.45ax
September	10.75	10.77½	10.72½	10.72 b
<b>CLEAR BELLIES—</b>				
May	10.10	10.10	10.10	10.10 n
July	10.20	10.20	10.15	10.15ax
September	10.60	10.60	10.50	10.50ax
<b>SHORT RIBS—</b>				
May	9.87½	9.87½	9.85	9.85ax
July	9.77½	9.77½	9.77	9.77
September	9.92	9.92	9.92	9.92ax

FRIDAY, MAY 23, 1924.

	Open.	High.	Low.	Close.
<b>LARD—</b>				
May	10.42½	10.42½	10.37	10.37 ax
July	10.72½	10.72½	10.65-67	10.65-67b
<b>CLEAR BELLIES—</b>				
May	10.10	10.12½	10.00	10.05 b
July	10.40	10.40	10.32	10.35 b
<b>SHORT RIBS—</b>				
May	9.80	9.80	9.80	9.80 ax
July	9.75	9.75	9.75	9.75 ax
Sept.	9.90	9.90	9.90	9.90 ax

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, May 22, 1924, with comparisons, follows:

	Week, ending May 22, 1924.	Prev. week, 1923.	Cor. week, 1923.
Armour & Co.	6,380	9,302	14,200
Anglo-Amer. Pro. Co.	5,963	3,639	6,600
Swift & Co.	10,723	8,449	17,100
G. H. Hammond & Co.	5,851	5,882	9,400
Morris & Co.	11,479	10,826	14,000
Wilson & Co.	9,641	9,423	14,700
Boyd-Lanham & Co.	6,862	7,244	7,700
Western Pkg. & Pro. Co.	9,400	12,000	13,600
Roberts & Oake	4,955	6,730	5,500
Miller & Hart	5,773	5,299	6,300
Independent Packing Co.	4,755	4,357	5,100
Brennan Packing Co.	7,048	7,552	5,900
William Davies Co.	200	100	500
Agar Packing Co.	3,000	2,000	10,700
Others	95,069	92,803	104,500
<b>Total</b>	95,069	92,803	104,500

## CHICAGO RETAIL FRESH MEATS

### Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end.	35	30	15
Rib roast, light end.	45	35	20
Chuck roast	20	20	18
Steaks, round	40	30	30
Steaks, sirloin, first cut.	48	40	25
Steaks, porterhouse	60	45	25
Steaks, flank	28	25	15
Beef stew, chuck	18	15	12½
Corned briskets, boneless	24	22	18
Corned plates	16	12	10
Corned rumps, boneless	25	22	18

### Lamb.

	Good.	Com.
Hindquarters	38	25
Legs	40	28
Stews	12½	18
Chops, shoulder	24	18
Chops, rib and loin	50	..

### Mutton.

Legs	26	..
Stew	12½	..
Shoulders	20	..
Chops, rib and loin	35	..

### Pork.

Loin, whole, 8@10 avg.	25	@26
Loin, whole, 10@12 avg.	21	@25
Loin, whole, 12@14 avg.	16	@20
Loin, whole, 14 and over	16	@18
Chops	30	@30
Shoulders	13	@14
Butts	15	@18
Spareribs	12	@12
Hocks	12	@12
Leaf lard, unrendered	14	@14

### Veal.

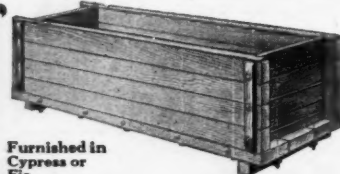
Hindquarters	12	@35
Forequarters	12	@18
Legs	35	@45
Breasts	14	@18
Shoulders	14	@22
Cutlets	14	@20
Rib and loin chops	14	@40

### Butchers' Offal.

Suet	4	@4
Shop fat	2	@2
Bones, per 100 lbs.	15	@15
Calf skins	15	@15
Kids	13	@13
Deacons	12	@12

## CURING MATERIALS.

	Bbls.	Sacks.
Double refined saltpetre, gran., L. C. L.	6½	6%
Crystals	7½	7%
Double refined nitrate of soda, f. o. b.		
N. Y. & S. F. carloads.	4½	4½
Less than carloads, granulated.	4½	4½
Crystals	5½	5½
Kegs, 100@180 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls.	10	9%
Crystal to powdered, in bbls., in 5-ton lots or more	10½	9%
In bbls. in less than 5-ton lots	10½	10
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or powdered, in bbls.	5½	4%
<b>Salt—</b>		
Granulated, car lots, per ton f. o. b., Chicago, bulk	8.80	
Medium, car lots, per ton, f. o. b., Chicago, bulk	9.80	
Rock, car lots, per ton, f. o. b., Chicago.	7.60	
<b>Sugar—</b>		
Raw sugar, 96 basis	@5.75	
Second sugar, 90 basis	@6.25	
Syrup, testing 65 to 68 combined sucrose and invert	@45	
Standard, granulated, f. o. b. refinery (net)	@7.40	
Plantation, granulated, f. o. b. New Orleans (less 8 per cent.)		
White clarified, f. o. b. New Orleans (net)	@7.25	
Yellow clarified, f. o. b. New Orleans (net)		



Furnished in  
Cypress or  
Fir.

## Vats & Tanks

For Use In Meat Packing and Allied Industries

For curing, soaking, scalding, chilling and various other uses. Can furnish any size and special tanks and vats for miscellaneous uses as required.

Prompt delivery on receipt of order

**Kalamazoo Tank & Silo Co. Michigan**  
Tank Builders Since 1867



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

Carcass Beef.		Week ending May 17, 1923.	Cor. week May 17, 1923.
Prime native steers.....	18	@20	10 @17
Good native steers.....	10	@18	14 @15
Medium steers.....	14	@16	11 1/2 @13
Heifers, good.....	13	@18	12 @16
Cows.....	9	@14	9 @12
Hind quarters, choice.....	9	@25	9 @25
Fore quarters, choice.....	9	@14	9 @13

## Beef Cuts.

Steer Loins, No. 1.....	@40	@32
Steer Loins, No. 2.....	@30	@30
Steer Short Loins, No. 1.....	@32	@43
Steer Short Loins, No. 2.....	@43	@38
Steer Loin Ends (hips).....	@28	@24
Steer Loin Ends, No. 2.....	@30	@22
Cow Short Loins.....	15 @28	15 @38
Cow Loin Ends (hips).....	24 @20	11 @16
Steer Ribs, No. 1.....	@30	@22
Steer Ribs, No. 2.....	@28	@12
Cow Ribs, No. 1.....	@23	@23
Cow Ribs, No. 2.....	@22	@16
Cow Ribs, No. 3.....	@15	@12
Steer Rounds, No. 1.....	@17 1/2	@15 1/2
Steer Rounds, No. 2.....	@17	@15
Steer Chucks, No. 1.....	@13	@10 1/2
Steer Chucks, No. 2.....	@12	@9
Cow Rounds.....	12 1/2 @19	12 @14
Cow Chucks.....	8 1/2 @10	8 @8 1/2
Steer Plates.....	@11 1/2	@9 1/2
Medium Plates.....	@10	@8 1/2
Briskets, No. 1.....	@18	@16
Briskets, No. 2.....	@15	@12
Steer Navel Ends.....	6 1/2 @7	@6 1/2
Cow Navel Ends.....	5 1/2 @6 1/2	@5 1/2
Fore Shanks.....	4 1/2 @5 1/2	@4
Hind Shanks.....	4 1/2 @5 1/2	@4
Rolls.....	18 @20	18 @22
Strip Loins, No. 1, boneless.....	@50	@55
Strip Loins, No. 2.....	@50	@45
Strip Loins, No. 3.....	12 @15	@14 1/2
Sirloin Butts, No. 1.....	@25	@20
Sirloin Butts, No. 2.....	@25	@20
Sirloin Butts, No. 3.....	@18	@17
Reef Tenderloins, No. 1.....	@75	@70
Reef Tenderloins, No. 2.....	@65	@60
Rump Butts.....	16 @17	@17
Flank Steaks.....	@17	@17
Boneless Chucks.....	9 @10	@8 1/2
Shoulder Cuts.....	12 @15	@13
Hanging Tenderloins.....	9 @10	@8

## Beef Products.

Brains, per lb.....	@10	8 @9
Hearts.....	4 1/2 @6	4 @5
Tongues.....	20 @30	20 @30
Sweetbreads.....	41 @42	40 @41
Ox-Tail, per lb.....	@7	8 @9
Fresh Tripe, per lb.....	@10	@9
Fresh Tripe, E. O.....	8 @14	8 @14
Livers.....	8 @9	8 @9
Kidneys, per lb.....	@8 1/2	8 1/2 @9

## Veal.

Choice Carcass.....	16 1/2 @17 1/2	17 @18
Good Carcass.....	11 @16	12 @16
Good Saddle.....	20 @28	20 @27
Good Backs.....	8 @13	8 @12
Medium Backs.....	8 @8	8 @8

## Veal Product.

Brains, each.....	7 @9	8 @9
Sweetbreads.....	13 @28	12 @34
Calf Livers.....	28 @34	28 @30

## Lamb.

Choice Lambs.....	@31	@31
Medium Lambs.....	@29	@29
Choice Saddle.....	@34	@35
Choice Fores.....	@33	@33
Medium Fores.....	@25	@25
Lamb Fries, per lb.....	@31	@32
Lamb Tongues, each.....	@13	@13
Lamb Kidneys, per lb.....	@25	@25

## Mutton.

Heavy Sheep.....	@15	@12
Light Sheep.....	@19	@19
Heavy Saddle.....	@16	@14
Light Saddle.....	@25	@25
Heavy Fores.....	@12	@10
Light Fores.....	@14	@15
Mutton Legs.....	@25	@25
Mutton Loins.....	@20	@20
Mutton Stew.....	@10	@12
Sheep Tongues, each.....	@13	@13
Sheep Heads, each.....	@10	@10

## Fresh Pork, Etc.

Dressed Hogs.....	@15	@15
Pork Loins, 8@10 lbs. avg.....	@20	@19
Leaf Lard.....	@11	@11 1/2
Tenderloin.....	@60	@55
Spare Ribs.....	@8	@7
Butts.....	@14	@11 1/2
Hocks.....	@8	@6 1/2
Trimming.....	@8	@10 1/2
Extra Lean Trimmings.....	@10 1/2	@7 1/2
Tails.....	@8	@7 1/2
Snouts.....	@4	@4 1/2
Pigs' Feet.....	@4 1/2	@5
Pigs' Heads.....	@7	@7
Rind Bones.....	@11 1/2	@11 1/2
Blade Meat.....	@6	@6 1/2
Cheek Meat.....	@6	@7 1/2
Hog Livers, per lb.....	@3	@3
Neck Bones.....	@10	@11
Skinned Shoulders.....	@10	@4
Pork Hearts.....	@4 1/2	@4 1/2
Pork Kidneys, per lb.....	@5 1/2	@4
Pork Tongues.....	@14	@9
Silp Bones.....	@9	@9
Tail Bones.....	@11	@10
Brains.....	@11 1/2	@11 1/2
Back Fat.....	@17	@17 1/2
Hams.....	@9 1/2	@10
Calas.....	@13	@19
Belles.....	@13	@19

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	@22
Country style sausage, fresh, in link.....	@14
Country style sausage, fresh, in bulk.....	@13
Country style sausage, smoked.....	@18
Mixed sausage, fresh.....	@12 1/2
Frankfurts in pork casings.....	@13 1/2
Frankfurts in sheep casings.....	@16 1/2
Bologna in beef bungs, choice.....	@15
Bologna in beef middles, choice.....	@14 1/2
Bologna in cloth, paraffined, choice.....	@14
Liver sausage in hog bungs.....	@16
Liver sausage in beef rounds.....	@10
Head cheese.....	@11
New England luncheon specialty.....	@22
Liberty luncheon specialty.....	@17
Minced luncheon specialty.....	@14
Tongue sausage.....	@20
Polish sausage.....	@15
Souse.....	@14 1/2

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@46
Cervelat, new condition, in hog bungs.....	@15 1/2
Cervelat, new condition, in beef middles.....	@15 1/2
Thuringer Cervelat.....	@20
Farmer.....	@24
Holsteiner.....	@22
B. C. Salami, choice.....	@42
Milano Salami, choice, in hog bungs.....	@41
B. C. Salami, new condition, in hog bungs.....	@20
Prisaca, choice, in hog middles.....	@30
Genoa style Salami.....	@51
Peperoni.....	@29
Mortadella, new condition.....	@20
Capicola.....	@46
Italian style hams.....	@36
Virginia style hams.....	@36

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	5.75
Large tins, 1 to crate.....	6.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	5.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	6.50
Large tins, 1 to crate.....	7.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	6.50
Large tins, 1 to crate.....	7.00

## SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets, per tierce, per set.....	@19
Beef rounds, export, 225 sets, per tierce, per set.....	@23
Beef middles, 110 sets, per tierce, per set.....	@70
Beef bungs, No. 1, 400 pieces, per tierce, per piece.....	@30
Beef bungs, No. 2, 400 pieces, per tierce, per piece.....	@20
Beef wensands, No. 1, per piece.....	@17
Beef wensands, No. 2, per piece.....	@18
Beef bladders, small, per doz.....	@1.40
Beef bladders, medium, per doz.....	@1.50
Beef bladders, large, per doz.....	@1.60
Hog casings, medium, f. o. b., per lb.....	@0.90
Hog casings, extra narrow, selected, per lb. f. o. b.....	@2.00
Hog middles, without cap, per set.....	@16
Hog middles, with cap, per set.....	@18
Hog bungs, export.....	@22
Hog bungs, large, prime.....	@15
Hog bungs, medium.....	@7 1/2
Hog bungs, small, prime.....	@5
Hog bungs, narrow, no demand.....	@3
Hog stomachs, per piece.....	@8

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	15.50
Pork tongues, 200-lb. bbl.....	53.00
Lamb tongues, long cut, 200-lb. bbl.....	48.00
Lamb tongues, short cut, 200-lb. bbl.....	57.00

## CANNED MEATS.

	No. 1/2.	No. 1.	No. 2.	No. 6.
Corned beef.....	2.40	2.35	4.00	16.00
Roast beef.....	2.40	2.35	4.50	15.00
Roast mutton.....	2.40	2.40	4.75	16.50
Sliced dried beef.....	1.85	4.00	.....	.....
Ox tongue, whole.....	.....	17.50	56.00	.....
Lunch tongue.....	2.85	4.70	9.50	84.50
Corned beef small.....	1.50	2.75	4.25	.....
Hamburger steaks with onions.....	1.50	2.25	4.25	.....
Vienna style sausage.....	1.15	2.25	4.15	.....
Veal loaf, medium size.....	2.00	.....	.....	.....
Chili con carne with or without beans.....	1.25	.....	.....	.....
Potted meats.....	.80	.....	.....	.....

## BARRELED PORK AND BEEF.

Mess pork, regular.....	\$23.00
Family back pork, 20 to 34 pieces.....	23.50
Family back pork, 35 to 45 pieces.....	24.00
Clear back pork, 40 to 50 pieces.....	23.00
Clear plate pork, 25 to 35 pieces.....	18.50
Clear plate pork, 35 to 45 pieces.....	18.25
Bean pork.....	18.00
Brisket pork.....	18.50
Plate beef.....	19.50
Extra plate beef, 200-lb. barrels.....	20.50

## COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.07 1/2 @1.70
Oak pork barrels, black iron hoops.....	1.87 1/2 @1.90
Ash pork barrels, galv. iron hoops.....	1.87 1/2 @1.90
Red oak lard tierces.....	2.50 @2.52 1/2
White oak lard tierces.....	2.70 @2.72 1/2
White oak ham tierces.....	2.80 @2.85

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago.....	@21
Cartons, rolls or prints, 1-lb.....	@22
Cartons, rolls or prints, 2@5 lbs.....	@21 1/2
Shortenings, 30@60 lbs. tubs.....	@18
Nut Margarine, prints, 1 lb.....	@20 1/2

## DRY SALT MEATS.

Extra short clears.....	@9 1/2
Extra short ribs.....	@9 1/2
Short clear middles, 60-lb. avg.....	10 1/2
Clear bellies, 14@16 lbs.....	10 1/2
Clear bellies, 18@20 lbs.....	10 1/2
Clear bellies, 25@30 lbs.....	10 1/2
Rib bellies, 20@25 lbs.....	10 1/2
Rib bellies, 25@30 lbs.....	@10 1/2
Fat backs, 10@12 lbs.....	@8
Fat backs, 12@14 lbs.....	@8 1/2
Fat backs, 14@16 lbs.....	@9
Regular plates.....	@9
Butts.....	@7

## WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	@22 1/2
Skinned hams, fancy, 10@18 lbs.....	@24
Standard regular hams, 12@16 lbs.....	@19 1/2
Picnics, 6@8 lbs.....	@12 1/2
Standard bacon, 8@12 lbs.....	@18 1/2
Standard bacon, 4@8 lbs.....	@19
Standard bacon, 12@14 lbs.....	17 1/2
Standard bacon strips, 6@7 lbs.....	18 1/2
Cooked hams, choice, skin on, surplus fat off, smoked.....	@32 1/2
Cooked hams, choice, skinned, surplus fat off, smoked.....	@33 1/2
Cooked hams, choice, skinned, surplus fat off, smoked.....	@35 1/2
Picnics, skin on, surplus fat off, smoked.....	@18
Picnics, skinned, surplus fat off, smoked.....	@18
Loin roll.....	@38

## ANIMAL OILS.

Prime lard oil.....	12 1/2 @13 1/2
Extra winter strained lard.....	11 1/2 @11 1/2
Extra lard oil.....	10 1/2 @11 1/2
Extra No. 1 lard.....	10 1/2 @11 1/2
No. 1 lard oil.....	9 1/2 @10 1/2
No. 2 lard oil.....	9 1/2 @10 1/2
Pure neatfoot oil.....	14 1/2 @14 1/2
Extra neatfoot oil.....	10 1/2 @10 1/2
No. 1 neatfoot oil.....	9 1/2 @10 1/2
Acidless tallow oil.....	9 1/2 @10 1/2

## FERTILIZERS.

Ground, dried blood.....	2.55 @2.75
Hooftmeal.....	2.00 @2.10
Ground tankage, 10 to 11%.....	2.35 @2.45
Ground tankage, 6 to 9%.....	2.10 @2.25
Crushed and unground tankage.....	1.75 @2.00
Ground raw bone, per ton.....	26.00 @28.00
Ground steam bone, per ton.....	17.00 @19.00
Unground steamed bone.....	14.00 @16.00
Unground bone tankage.....	10.00 @12.00

## HORNS, HOOF AND BONES.

No. 1 horns, 75 lb. average.....	\$25.00 @300.00
No. 2 horns, 40 lb. average.....	200.00 @210.00
No. 3 horns.....	140.00 @150.00
Hoofs, black and striped.....	35.00 @40.00
Hoofs, white.....	50.00 @55.00
Round shin bones, lights.....	135.00 @140.00
Round shin bones, lights and med.....	90.00 @100.00
Flat shin bones, heavies.....	80.00 @85.00
Flat shin bones, lights and med.....	60.00 @65.00
Thigh bones, heavies.....	100.00 @110.00
Thigh bones, lights and med.....	80.00 @90.00

Note—These quotations apply to No. 1 product, which must be assorted, free from grease spots and cracks, hard and clean, uniform as to cut and weight. Quotations on unselected stock will be found in "Packhouse By-Products Markets" reports on another page.

## LARD (Unrefined).

Prime, steam, cash tierces.....	@10.47
Prime, steam, loose.....	9.57
Leaf, raw.....	@9.50
Neutral lard.....	@12.12

## LARD (Refined).

Pure lard, kettle rendered, per lb.....	@11.00
Pure lard, tierces.....	@11.00
Compound.....	@10.00

## OLEO OIL AND STEARINE.

Oleo oil, extra.....	12 @12 1/2
Oleo stock.....	10 @10 1/2
Prime No. 1, oleo oil.....	10 1/2 @10 1/2
Prime No. 2, oleo oil.....	10 @10 1/2
No. 3 oleo oil.....	9 1/2 @10 1/2
Prime oleo stearine, edible.....	10 1/2 @11
No. 2 oleo stearine, edible.....	@9 1/2

## TALLOW AND GREASES.

Edible tallow, under 2% acid, 45 titre.....	8 1/2 @8 1/2
Fancy tallow, under 2% acid, 43 titre.....	7 1/2 @7 1/2
No. 1 tallow, basis 10% f.f.a., 42@43 titre.....	7 @7 1/2
No. 2 tallow, basis 10% f.f.a., 40 titre.....	5 1/2 @6
Prime oleo stearine.....	10 @11
Choice white grease, max. 4% acid, loose.....	7 1/2 @7 1/2
Chicago.....	7 1/2 @7 1/2
B-White grease, max., 5% acid.....	6 1/2 @6 1/2
Yellow grease, 12-15 f.f.a.....	6 1/2 @6 1/2
Yellow grease, 15-20 f.f.a.....	6 1/2 @6 1/2
Brown grease, 40 f.f.a.....	5 1/2 @6

## VEGETABLE OILS.

Cotton seed oil—White, deodorized, in bbls.....	11 1/2 @12
Yellow, deodorized, in bbls.....	11 1/2 @11 1/2
P. S. Y., soap grade, loose.....	9 1/2 @9 1/2

# Retail Section

## Retail Accounting

(Continued from page 23.)

### 2. CHARGE SALES.

Where the charge business is fairly large the total amount of credit sales for each day ought to be entered in this account. This can be easily done where the dealer has an adding machine or a cashier. In some cases, the proprietor may find it difficult to do this. In the next article the determining of the charge business for a period by another method will be explained.

The expense accounts should be classified as follows:

### MERCHANDISE PURCHASES.

Should include only merchandise bought for resale and not such items as paper, twine, sawdust, ice, etc. In this account should also go miscellaneous items as chicken feed, casings, spices, express charges, etc. These expenses are really part of the cost of goods sold rather than selling expenses. Where these items run quite high, separate accounts can be kept for them.

### WAGES.

Should be separated as follows:

- (1) Wages of meat cutters, cashier, etc.
- (2) Delivery wages.  
Any wage the proprietor draws should be charged to his personal account.

### RENT.

Should include rent paid for store only and not rent of garage or barn. Where proprietor owns his store building no account will be kept for rent unless he owns considerable real estate and keeps a separate bank account for such purposes.

### HEAT AND LIGHT.

In this account will be entered gas and electric bills, coal or other fuel, upkeep of globes, bulbs, etc.

### ICE AND REFRIGERATION.

Ice bills, power bill for motor (where ice machine is used) repairs to ice box or machine, and any supplies for ice machine.

### WRAPPINGS.

Paper, twine, bags, skewers, kraut and oyster pails, butter and lard dishes, etc.

### DELIVERY EXPENSE.

Expenses for auto truck, horse and wagon or bicycle. Should include, besides the ordinary running expenses, rent of garage or barn, insurance, taxes, and repairs for such equipment. Where two trucks are kept, one for going to market and the other for delivery, the expense of each ought to be handled separately.

### INSURANCE AND TAXES.

On store fixtures only. Income taxes paid should be charged to personal account according to government ruling. Employees' compensation insurance should also be included in "Insurance and Taxes."

### ADVERTISING.

All forms of advertising used, including signs, posters, maintenance of electric signs, handbills, newspapers, programs, tickets bought, etc.

### MISCELLANEOUS EXPENSE.

Laundry, sawdust, telephone, stationery and postage, office supplies, decorating, repairs (store fixtures only), knives—sharpening, saw blades, donations, etc. In larger stores some of these items can be kept separately where large enough.

### BUILDING EXPENSE.

Where one bank account is used for both store and real estate, all expenses on buildings should be entered here. A small book could be kept where the building expense is classified into repairs, taxes, decorating, etc. Where store building is owned the decorating of shop itself should be charged to expense of business rather than to building since tenants usually pay this expense.

Money will be paid out for other purposes which are, strictly speaking, not expenses. Accounts for these will include: PERSONAL.

All money withdrawn by owner from the business, including amount he may take out as a wage.

### PAID CREDITORS ON ACCOUNT.

Statements paid for credit purchases of merchandise.

### PAID ON LOANS.

Could be combined, if desired, with "Paid Creditors On Account."

### PAID ON FIXTURES AND EQUIPMENT.

Initial payments made, installments paid, or purchases by cash.

There are also "invisible" expenses as bad debts, depreciation, rental value of space used in proprietor's own building, and wages earned by proprietor and family. These items will not be entered in the books but should be included on the Profit and Loss statement made for any period. Further explanation of these will be given in a subsequent article.

As previously stated, these articles will not advocate any special brand of book-keeping system but will aim to bring out the many problems arising in meat mar-

ket accounting and practical solutions for them. Suggestions given can be applied to any type of system the butcher may keep. The next article will explain how to determine the sales of merchandise and cost of goods sold for any one period.

[EDITOR'S NOTE.—This is the second of a series of articles by Mr. Lindquist. In the year and a half that he spent in the meat markets of Chicago working on the survey made by the Bureau of Business Research of Northwestern University, Mr. Lindquist came into intimate contact with the conditions existing in the retail meat business.

The third article of this series, "How to Determine the Amount of Sales and the Cost of Goods Sold for Any One Period," will come next. Following this will come, "How to Prepare a Profit and Loss Statement for a Meat Market." Other titles will be announced later.]

### LOCAL AND PERSONAL.

J. T. Howard has reopened his meat market in Georgetown, Ohio, which was destroyed by fire last fall.

Joseph S. Fischer has moved his meat market in St. Paul, Minn., from 451 Collins street to 123 West Sixth street.

Daniel Rhoades has sold his meat market in Hazelton, Pa., to Ray Lewis.

J. H. Swisher has sold his meat market and grocery in Ravenna, Ohio, to Mrs. Addie Spiers.

Frank L. Scudder has bought the James Marsh meat market in Randolph, N. Y.

Stephen Zavatsky and M. J. Spegar, operating under the name of The Peoples Meat Market in Connelville, Pa., have dissolved partnership. Mr. Spegar will continue the business.

The Klickitat Meat Market, owned by Robert McCrow, and the Milne Cash Market, owned by A. Scott Milne, have consolidated their business in Goldendale, Wash.

Mrs. Minnie McCoy has sold her meat market in Atlanta, Nebr., to L. L. Lockwood.

The J. F. Schneider & Son grocery and meat market in Middlesboro, Ky., is installing new refrigerating and other equipment.

A new meat market has been opened in Fair Play, Mo., by Sawdey Brothers.

Haster and Dillman have sold their meat market in Independence, Mo., to S. E. McDaniels.

Bragg & Sons have installed new refrigerating equipment in their meat market in Longmont, Colo.

A new meat market has been opened in Santa Cruz, Calif., by C. M. Rhoades. Lloyd Bennett has leased the D. J. Quinn meat market in Clark, S. D.

Magnus Munson has bought the interest of his partner, Anton Holtberg in the Koronis Meat Market in Paynesville, Minn.

A new meat market has been opened in Willmar, Minn., by Matt Stager.

The meat market firm of Nickerk & VandenBerg in Hull, Ia., has been dissolved.

F. C. Smith has opened a new meat market in Chilton, Wis.

Philip A. Confer has sold his meat market at Nicollet avenue and 43rd street, Minneapolis, Minn., to W. H. Knapp.

J. Hospy has sold his meat market in Ridgeway, Ia., to Dunt & Huber.

The meat market of Michael Klaskas at 125 Grand street, Brooklyn, N. Y., was recently damaged by fire to the extent of \$500.

Frank Miller has purchased the meat market of George Thomas & Son in Warsaw, Ind.



JOHN A. KOTAL  
National Secretary United Master Butchers  
of America.  
Who is organizing retailers throughout the  
country.



A new meat market has been opened in Upper Sandusky, Ohio, by Good Brothers.

The Alhambra Meat Market, owned by G. J. Winkleman in Martinez, Calif., has been remodeled.

Ed Dankert, who has a meat market in Muscatine, Ia., bought the Maher building and will move his market there and also put in a stock of groceries.

Benjamin Meisen opened a meat market at 936 So. Meridian street, Indianapolis, Ind.

Scott Bleck opened a meat market here at 415 Main street, Galena, Kans.

Charles Nolet & Son will open their meat market in Bay City, Mich., at 704 Midland street.

E. V. Burroughs will open a meat market at 7735 Hamilton Ave., Detroit, Mich.

Fleischman Company meat market and grocery store in Buffalo, Minn., has been sold to J. K. Edleman.

J. A. Siefert has bought the Pine River Meat Market in Pine River, Minn.

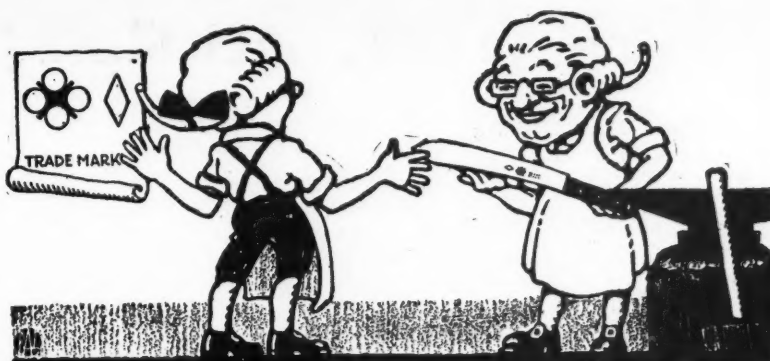
Emil Kletshaka and Mike Broderick have opened a meat market in Waseca, Minn.

Charles Brown has opened a new meat market in Auburn, Nebr.

Malek Brothers have sold their meat market in Dorchester, Nebr., to Fred B. Stehlik.

Howard Raser bought the Central Meat Market in Lexington, Nebr., from Frank Interholzinger.

Anton Nissen and Jens Jacobson are about to engage in the meat business in the Arnold building, Humboldt, Ia.



HAND FORGED ON THE ANVIL FROM DOUBLE SHEAR STEEL

**John Wilson's Butcher Knives and Steels**

1750

Standard of the World

1924

THE BEST THEN

THE BEST TODAY

I. WILSON, SYCAMORE STREET, SHEFFIELD, ENG.

Sole American Agents

**H. BOKER & CO., Inc., NEW YORK, N. Y.**

#### MINN. RETAILERS MEET.

The St. Paul Retail Meat Dealers' Association held its regular meeting on Wednesday evening, May 14. A report was heard from the special committee recently appointed to make an analysis and study of the ordinance licensing the retail meat dealers in St. Paul. A large crowd was on hand to hear the report.

#### WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, May 22, 1924, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef—</b>				
<b>STEERS:</b>				
Choice .....	\$18.00@19.00	\$17.00	\$17.50@19.50	\$19.00@20.00
Good .....	17.00@18.00	16.00@16.50	15.50@17.50	17.00@17.50
Medium .....	15.00@16.50	14.00@15.00	14.50@15.50	15.00@16.50
Common .....	12.00@14.00	12.50@13.50	12.50@14.50	13.00@14.00
<b>Cows:</b>				
Good .....	13.00@14.00	14.00@14.50	13.00@15.00	.....
Medium .....	11.50@12.50	13.00@14.00	12.00@13.50	12.00@13.00
Common .....	9.50@10.50	12.00@12.50	11.00@12.00	11.00@12.00
<b>BULLS:</b>				
Good .....	.....	.....	11.00@12.00	.....
Medium .....	.....	10.00@10.50	10.50@11.00	.....
Common .....	8.25@8.50	8.00@9.00	8.50@9.25	.....
<b>Fresh Veal—</b>				
Choice .....	17.00@18.00	.....	18.00@20.00	19.00@20.00
Good .....	16.00@17.00	16.00@18.00	16.00@18.00	17.00@18.00
Medium .....	13.00@15.00	11.00@13.00	14.00@16.00	15.00@17.00
Common .....	9.00@11.00	9.00@11.00	10.50@14.00	12.00@15.00
<b>Fresh Lamb and Mutton—</b>				
<b>LAMB:</b>				
Spring .....	30.00@32.00	27.00@29.00	25.00@30.00	24.00@30.00
Choice .....	28.00@29.00	27.00@28.00	26.00@27.00	27.00@28.00
Good .....	27.00@28.00	25.00@27.00	24.00@26.00	25.00@26.00
Medium .....	25.00@26.00	24.00@26.00	23.00@24.00	24.00@25.00
Common .....	22.00@24.00	.....	22.00@23.00	.....
<b>YEARLINGS:</b>				
Good .....	.....	24.00@28.00	24.00@25.00	.....
Medium .....	.....	23.00@24.00	.....	.....
Common .....	.....	.....	.....	.....
<b>MUTTON:</b>				
Good .....	16.00@18.00	15.00@17.00	14.00@16.00	17.00
Medium .....	13.00@15.00	12.00@14.00	13.00@14.00	15.00@16.00
Common .....	8.00@12.00	10.00@12.00	10.00@12.00	12.00@14.00
<b>Fresh Pork Cuts—</b>				
<b>LOINS:</b>				
8-10 lb. average .....	19.00@20.00	16.50@17.50	17.00@18.00	18.00@20.00
10-12 lb. average .....	17.00@18.50	16.00@17.00	15.00@17.00	17.00@19.00
12-14 lb. average .....	16.00@17.00	15.00@16.50	14.00@15.00	16.00@18.00
14-16 lb. average .....	15.00@16.00	13.50@14.00	13.00@14.50	15.00@16.00
16 lbs. over .....	13.50@14.50	12.00@13.00	12.00@13.00	15.00@16.00
<b>SHOULDERS:</b>				
Skinned .....	10.00@10.50	.....	9.00@11.00	11.00@12.00
<b>PICNICS:</b>				
4-6 lb. average .....	9.00@9.50	11.00@11.50	9.50@10.00	.....
6-8 lb. average .....	8.50@9.00	10.00@10.50	8.50@9.50	.....
<b>BUTTS:</b>				
Boston style .....	14.00@15.00	.....	12.00@14.00	14.00@15.00

\*Veal prices include "hide on" at Chicago and New York.

**Freezer and Cooler Rooms** for the Meat and Provision Trade  
 Specialists in **CORK INSULATION** Details and Specifications on request  
**Morrow Insulating Co., Inc.** NEW YORK  
 207 E. 43rd St.

For Sausage Makers

**BELL'S**

Patent Parchment Lined

**SAUSAGE BAGS**

and

**SAUSAGE SEASONINGS**

For Samples and Prices, write

**THE WM. G. BELL CO.**  
 BOSTON MASS.

IOWA RETAILERS ORGANIZE.

Retail meat dealers in Dubuque, Ia., recently organized and joined the United Master Butchers Association of America. National Secretary John A. Kotal assisted in forming the new branch. He told the members of the activities of the association, and touched on the National Livestock and Meat Board and the Meat Councils, and closed his address by advising the members to subscribe to a good trade paper.

Officers elected were: President, Charles Bergner; vice-president, John Jehring; secretary-treasurer, Al S. Anders; inner guard, Wm. Heitzman; outer guard, Wm. Smith.

MEAT CLASSES IN WALES.

Interest in classes to study meat and meat retailing is not confined to the United States, with its Milwaukee butchers' school as an outstanding example.

Announcement has been made of classes for similar study in the United Kingdom, the most recent of which comes from Cardiff, Wales, where the Cardiff and District Meat Retailers' Association have requested the Cardiff Technical Schools Committee to establish such classes for the training of apprentices to the meat trade.



# New York Section

M. P. McClellan, general sales manager of John Morrell and Company, Ottumwa, Iowa, was a visitor on the New York Produce Exchange floor this week.

H. L. Hawthorne, produce department, Chicago, and C. E. Reed, beef department, Springfield, Ill., of the Cudahy Packing Company were in New York this week.

Prices realized on Swift & Company's sales of carcass beef in New York City for week ending May 17th on shipments sold out, ranged from 11c to 19½c per pound, and averaged 16.60c per pound.

J. H. Burns, well known New York broker, has been forced to enlarge his office and has moved to suite 44 Produce Exchange. Mr. Burns is an old packing-house man who went into the brokerage business.

Maurice Ettlinger, president-treasurer of M. Ettlinger & Company, Inc., and prominent in the sausage casing business for the last twenty years, has been elected to membership in the Merchants Association of New York.

The mother of J. Dobbin, beef salesman, Wilson's Westchester branch, was run over and killed by an automobile at 238th street recently. The sympathy of his friends and associates is being extended to Mr. Dobbin.

Wilson & Company's 45th Street office bowling team defeated Wilson Jersey City branch team at Hudson alleys, Hoboken, Tuesday evening, May 20th, by 128 pins, the winners totaling 2,544.

Percy Shaw, who has been in the employ of Swift & Company since 1897 and for many years manager of their Flushing Branch, died last Saturday, the funeral being held on Monday. Mr. Shaw had many friends in Greater New York. He is survived by his widow and two sons.

Mrs. George Kramer, president, sends a special request to all the members to attend the card party of the Ladies' Auxiliary on Wednesday afternoon, May 28, in the meeting rooms, 250 West 57th Street. This will be the last social event until the fall. The new warden, Mrs. A. Demateo, will be at the door to give the password, if members do not know it.

Following is a report of the New York Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending May 17, 1924: Meat—Manhattan, 1,758½ lbs.; Bronx, 4 lbs.; Richmond, 740 lbs.; total, 2,502½ lbs. Fish—Manhattan, 4,000 lbs.; Brooklyn, 56 lbs.; total, 4,065 lbs. Poultry—Manhattan, 1½ lbs.

The members of the South Brooklyn Branch, United Master Butchers of America, have so much confidence in the judgment and keen interest of their president, Louis Benner, and the loyal standby, David Van Gelder, that they decided at the meeting last Tuesday evening not to avail themselves of their full quota, and only elected these two members to represent them at the convention of the State Association of United Master Butchers of America. Routine matters were discussed, the meeting terminating with the usual friendly game.

Charles Hembdt, president Washington Heights Branch, and Mrs. Hembdt, corresponding secretary, Ladies' Auxiliary, United Master Butchers of America, like most members of the craft, take their families for an automobile trip on Sundays. Last Sunday they visited a quaint little place in Westchester County near Croton, where they were met by a number of their friends and a real surprise party was tendered to Ethel Hembdt, the second daughter, celebrating her eighteenth birthday. Steaks were broiled and potatoes baked to appease the appetite, stimulated by the clear country air.

The meeting immediately following a large special one in most organizations seems to lack in interest, but the contrary was the case with the meeting of the New York Group of the National Butchers' & Packers' Supply Association last Monday evening. A large and enthusiastic attendance was registered, both at the dinner which preceded the meeting, and at the meeting itself. The talk by the chairman, R. W. Neuburger, under "good and welfare" was most interesting, and was in fact the feature of the evening. Mr. Neuburger's address was delivered in his usual eloquent manner and held the attention of the members to the end. The next regular meeting of the group will be held on June 16th.

For the second time since D. Geck, Inc., started in business at 44 Broad Street, New York, this progressive concern has outgrown its quarters. In June, 1922, the firm moved from its starting point in Broad Street to the seventeenth floor of No. 80 Maiden Lane. And now, due to the ever-increasing volume of business, larger quarters are needed and a change is made necessary. Consequently in May of this year larger and more commodious offices on the fourteenth floor of the same building were secured, and these have been handsomely fitted up. D. Geck, Inc., is well known as large handlers of cracklings and tankage, tallows and greases. D. Geck, whose ambition is to be "king



GEORGE KRAMER

Re-elected President, Ye Olde New York Branch, United Master Butchers of America.

of the crackling business," is president and Roger Moran, well known expert in the packinghouse by-products business, is vice-president of the company.

There is something so homelike, so chummy, about the meetings of the Ladies' Auxiliary, United Master Butchers of America, that those members who have attended the meeting regularly feel a keen disappointment if they are unable to attend. The news of the pleasant afternoons spent at the meetings has spread and the circle of regular attendants is growing. The meeting last Wednesday afternoon was no exception to the rule. Excerpts from Cushing's Manual were read by Mrs. Hembdt, a donation was made to the Salvation Army drive, a social afternoon of cards and games was planned for the meeting on Wednesday, May 28th, and the convention of the State Association, United Master Butchers of America, was discussed. The suggestion was made by the president, Mrs. George Kramer, that the wives of the delegates to the convention who were not members be invited to the card party, in order that they might get acquainted, and in this way their trip to Rochester would be more enjoyable. The request was also made that all members who anticipate attending the convention make the necessary railroad reservations through the office of State President Moe Loeb, 250 West 57th Street, New York, at as early a date as possible.

## BUTCHERS STUDY MACHINES.

Despite the fact that Ye Olde N. Y. Branch has increased the seating capacity of its meeting room with more chairs, standing room was again at a premium last Tuesday evening when the largest gathering held in recent years poured into witness the demonstrations which were held at this meeting.

The program of the evening was a live one from beginning to end. The regular routine of association business was quickly gone through with, during which time six new members were elected, and favorable reports on the plate glass and fire funds were made. Mr. L. Goldstein, general manager of the Butchers Mutual Casualty Co., made a favorable report on the progress of the new company up to date, which was received with great satisfaction by the members.

A personal appeal was made by Otto Kamper, chairman of the retail committee for the Salvation Army Drive, for a heartier response to the support of this drive. Mr. Kamper stated that there had been some very liberal donations from some of the members, but many had not sent in their checks as yet. It was the general opinion that the retailers should, above all, support this good cause. Several liberal donations were forthcoming after his talk.

## Installation of New Officers.

Chas. Shuck, treasurer of both the New York State and National Associations, was honored with the task of installing the re-elected officers. Mr. Shuck did these honors with some very timely remarks, congratulating the officers upon their good work during the past year, and pointing out that their re-election to office bespoke the high esteem and confidence in which they were held by the members. He ventured the statement that it would be hard to select a body of men who could accomplish more in a year's work than

they had accomplished during the past year.

#### A Retailer's Fat Melter.

The demonstration of a new electric melting machine was next on the program. The machine represents a new process in fat rendering. It rendered 30 lbs. of flank fat in an amazingly short period of time, and the product was clear, sweet and odorless. The flow from the machine was continuous and the temperature of the product averaged about 155 deg. F.

It was explained that the earning capacity of the machine was tremendous. Raw material at about 5c a lb. could be passed through this machine at a cost of one-third of a cent and sold over the butcher's counter as lard for 25 to 50 cents per lb. It was pointed out that the average butcher shop has from 25 to 100 lbs. of edible fats every day, upon which an immediate cash return can be secured, amounting to \$5 to \$30 per day.

The electric power required for operation is 660 watts, and the machine can be connected to any standard lighting socket, and can be furnished for any commercial voltage. The standard machine is 110 volts 60 cycles alternating current.

The capacity for the output of the machine is about 30 lbs. per hour, depending upon the hashing of raw material. The percentage of moisture in the product is very small, no insoluble matter, and the acid is figured at 0.66 per cent, a low degree for a product of this nature.

#### Meat and Bone Cutter.

The next demonstration was an electric meat and bone cutter which is now on the market and meeting with approval by meat dealers as a great time-saver. This demonstration aroused great interest among the members. Among the various meats cut up were ham, chuck of beef, chuck of lamb, shin bone, loin of pork and liver, all of which was done in very short order and demonstrated the time and money to be saved by its use.

A most interesting talk was given by Mr. Jacob Mayer, the well-known retailer, on the necessity of retailers having their income tax returns made out by honest and responsible persons, to avoid trouble in the future. Mr. Mayer cited the sad experiences of several men in the meat business who had to pay large sums in fines for this neglect. Mr. Mayer was followed by H. B. Cronin, C. P. A., who cited many interesting incidents where neglect in these matters had brought serious trouble to business men.

Jos. Himmelsbach, M. E. Otto S. Schlich, C. E.

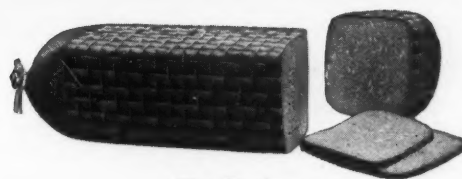
#### Himmelsbach & Schlich

ENGINEERS AND ARCHITECTS

Specializing in Packing Houses, Abattoirs, Ice Making and Refrigerating Plants, Lard and Fat Rendering Plants, Oil Refineries.

136 Liberty Street

NEW YORK



The Product

## Increase Your Sausage Sales

Packers tell us that Perfection Sausage Molds have doubled and trebled their sales on minced hams and other sausages. Molds sausage into square uniform shape that is easily and uniformly sliced—pay their original cost in time and labor saved in cooking, smoking and cooling.

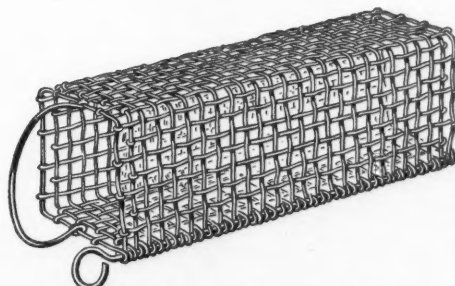
Write for our new booklet which tells the story completely. Also samples and prices.

### Sausage Mold Corporation

INCORPORATED

918 East Main Street,

Louisville, Kentucky



The Perfection Sausage Mold

## To speed up chopping, use "Enterprise" No. 166

It has a capacity, per hour, of 6,000 lbs. of beef. It has a large capacity and is the most economical chopper you can use, saving time, labor and power.

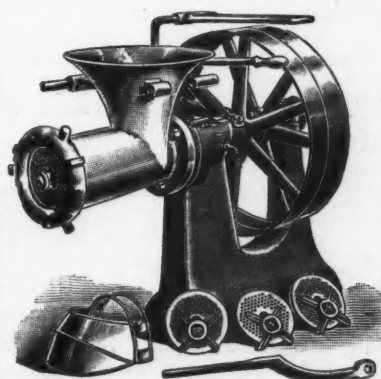
Frame is perfectly rigid. There is no "give"—no need of excessive pressure to keep knife and plate in perfect contact. Cutters stay sharp twice as long.

It is **noiseless**—no gears. Has bab-bitted socket shaft with ten thrust col-

lars, preventing overheating and excessive wear.

Your old chopper—or one of too little power and capacity—may be keeping your costs too high. This improved "ENTERPRISE" can save and make money for you.

**Write for Chopper Catalog.** There are 72 sizes and styles of "Enterprise" choppers, belt-driven, motor-driven and hand-power.



The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

If you are looking for help, refer to the Classified Advertisement page.



# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, medium	.....	@10.10
Cows, canners and cutters	.....	2.00 @ 3.75
Bulls, bologna	.....	4.50 @ 5.50

## LIVE CALVES.

Calves, veal, prime, per 100 lbs.	.....	12.00 @ 12.50
Calves, veal, common to medium	.....	7.50 @ 9.00
Calves, veal, culls, per 100 lbs.	.....	6.50 @ 7.50

## LIVE SHEEP AND LAMBS.

Lambs, yearling's unshorn, prime, 100 lbs.	.....	17.25 @ 17.35
Sheep, ewes, prime, 100 lbs.	.....	8.50 @ 9.00
Sheep, ewes, common to good, 100 lbs.	.....	6.50 @ 8.00

## LIVE HOGS.

Hogs, heavy	.....	\$7.90 @ 8.00
Hogs, medium	.....	8.30 @ 8.40
Hogs, 140 lbs.	.....	8.30 @ 8.40
Pigs, under 70 lbs.	.....	@ 7.25
Roughs	.....	6.75 @ 7.00

## DRESSED BEEF.

### CITY DRESSED.

Choice, native, heavy	.....	18 @ 20
Choice, native, light	.....	19 @ 20
Native, common to fair	.....	14 @ 18

### WESTERN DRESSED BEEF.

Native steers, 600 @ 800 lbs.	.....	16 @ 18
Native choice, yearlings, 400 @ 600 lbs.	.....	18 @ 19
Western steers, 600 @ 800 lbs.	.....	14 @ 16
Texas steers, 400 @ 600 lbs.	.....	13 @ 14
Good to choice heifers	.....	16 @ 17
Good to choice cows	.....	13 1/2 @ 15
Common to fair cows	.....	11 1/2 @ 12 1/2
Fresh bologna bulls	.....	8 1/2 @ 8 3/4

## BEEF CUTS.

	Western.	City.
No. 1 ribs	@25	24 @25
No. 2 ribs	@20	22 @23
No. 3 ribs	@14	19 @21
No. 1 loins	@31	34 @36
No. 2 loins	@24	30 @32
No. 3 loins	@16	27 @29
No. 1 hinds and ribs	@26	24 1/2 @26
No. 2 hinds and ribs	@23	22 1/2 @24
No. 3 hinds and ribs	@19	20 @22
No. 1 rounds	@16	16 @17
No. 2 rounds	@14	14 @15
No. 3 rounds	@11	11 @13
No. 1 chucks	@12	12 @14
No. 2 chucks	@10	10 @11
No. 3 chucks	@6	6 @10
Bolognas	@6	9 1/2 @ 10 1/2
Rolls, reg., 6 @ 8 lbs. avg.	.....	22 @ 23
Rolls, reg., 4 @ 6 lbs. avg.	.....	17 @ 18
Tenderloins, 4 @ 5 lbs. avg.	.....	60 @ 70
Tenderloins, 5 @ 6 lbs. avg.	.....	80 @ 90
Shoulder clods	.....	10 @ 11

## DRESSED CALVES.

Prime	.....	@20
Choice	.....	@19
Good	.....	@17
Medium	.....	@14
Common	.....	@12

## DRESSED HOGS.

Hogs, heavy	.....	@11 1/4
Hogs, 190 lbs.	.....	@11 1/4
Hogs, 160 lbs.	.....	@11 1/4
Hogs, 140 lbs.	.....	@11 1/4
Pigs, 50 lbs.	.....	@11 1/4

## DRESSED SHEEP AND LAMBS.

Lambs, choice spring	.....	@29
Lambs, poor grade	.....	@27
Sheep, choice	.....	@12
Sheep, medium to good	.....	@14
Sheep, culls	.....	@11

## SMOKED MEATS.

Hams, 8 @ 10 lbs. avg.	.....	@18 1/4
Hams, 10 @ 12 lbs. avg.	.....	@18 1/4
Hams, 12 @ 14 lbs. avg.	.....	@18 1/4
Picnics, 4 @ 6 lbs. avg.	.....	@11 1/2
Picnics, 6 @ 8 lbs. avg.	.....	@11 1/2
Hotettes, 6 @ 8 lbs. avg.	.....	@14
Beef tongue, light	.....	@30
Beef tongue, heavy	.....	@40
Bacon, boneless, Western	.....	@17
Bacon, boneless, city	.....	@16
Pickled bellies, 10 @ 12 lbs. avg.	.....	@14

## FRESH PORK CUTS.

Fresh pork loins, Western, 10-12 lbs. avg.	.....	@20
Fresh pork tenderloins	.....	@52
Frozen pork loins, 10-12 lbs. avg.	.....	@16
Frozen pork tenderloins	.....	@43
Shoulders, city, 10 @ 12 lbs. avg.	.....	@12
Shoulders, Western, 10 @ 12 lbs. avg.	.....	@13
Butts, boneless, Western	.....	@19
Butts, regular, Western	.....	@15
Fresh hams, city, 8 @ 10 lbs. avg.	.....	@18
Fresh hams, Western, 10 @ 12 lbs. avg.	.....	@17
Fresh picnic hams, Western, 6 @ 8 lbs. avg.	.....	@11
Extra lean pork, trimmings	.....	@13
Regular pork trimmings, 50% lean	.....	@ 8
Fresh spare ribs	.....	@ 9
Raw leaf lard	.....	@13

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.	.....	@150.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	.....	90.00 @ 100.00
Black hoofs, per ton	.....	40.00 @ 50.00
Striped hoofs, per ton	.....	40.00 @ 50.00
White hoofs, per ton	.....	105.00 @ 115.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.	.....	@140.00
Horns, avg. 7 1/2 oz. and over, No. 1s.	.....	300.00 @ 325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.	.....	250.00 @ 275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.	.....	200.00 @ 225.00

## FANCY MEATS.

Fresh steer tongues, untrimmed.	.....	@30c
Fresh steer tongues, L. O. trim'd	.....	@38c
Calves, heads, scalded	.....	@65c
Sweetbreads, veal	.....	@75c
Sweetbreads, beef	.....	@65c
Beef kidneys	.....	@16c
Mutton kidneys	.....	@ 8c
Livers, beef	.....	@23c
Oxtails	.....	@14c
Hearts, beef	.....	@ 7c
Beef hanging tenders	.....	@16c
Lamb fries	.....	@10c

## BUTCHER'S FAT.

Shop fat	.....	@ 2
Breast fat	.....	@ 3 1/2
Edible suet	.....	@ 5
Cond. suet	.....	@ 4
Bones	.....	@25

## SPICES.

	Whole.	Ground.
Pepper, Sing., white	16 1/4	19 1/4
Pepper, Sing., black	11 1/4	14 1/4
Pepper, red	14	18
Allspice	6 1/4	9 1/4
Cinnamon	10 1/4	14 1/4
Coriander	9	12
Cloves	30	35
ginger	21	24
Mace	67	72

## CURING MATERIALS.

	In lots of less than 25 bbls.	Bbls.	per lb.
Double refined saltpetre, granulated	.....	6 1/4c	6 1/4c
Double refined saltpetre, small crystals	.....	7 1/4c	7 1/4c
Double refined nitrate soda, granulated	.....	4 1/2c	4 1/2c
Double refined nitrate soda, crystals	.....	5 1/4c	5 1/4c
In 25 barrel lots:			
Double refined saltpetre, granulated	.....	6 1/4c	6c
Double refined saltpetre, small crystals	.....	7 1/4c	7c
Double refined nitrate soda, granulated	.....	4 1/2c	4 1/4c
Double refined nitrate soda, crystals	.....	5 1/4c	5c
Carload lots:			
Double refined nitrate of soda, granulated	.....	4 1/2c	4 1/2c
Double refined nitrate of soda, crystals	.....	5c	4 1/2c

## GREEN CALFSKINS.

	5-9	9 1/4-12 1/4	12 1/4-14	14-18	18 up.
Prime No. 1 veals	20	2.40	2.65	2.90	3.75
Prime No. 2 veals	18	2.20	2.40	2.65	3.50
Buttermilk No. 1	17	2.05	2.30	2.55	...
Buttermilk No. 2	15	1.85	2.05	2.30	...
Branded, grubby	12	1.45	1.65	1.90	2.30
No. 3	.....	.....	.....	.....	At value

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—Fresh—dry picked, milk fed—12 to box:		
Western, 60 to 85 lbs. to dozen, lb.	.....	@33
Western, 48 to 54 lbs. to dozen, lb.	.....	@34
Western, 43 to 47 lbs. to dozen, lb.	.....	@34
Western, 36 to 42 lbs. to dozen, lb.	.....	@33
Western, 30 to 35 lbs. to dozen, lb.	.....	@33
Fowls—Fresh—dry picked, corn fed—12 to box:		
Western, 60 to 85 lbs. to dozen, lb.	.....	@32
Western, 48 to 54 lbs. to dozen, lb.	.....	@31

Western, 43 to 47 lbs. to dozen, lb.	.....	@33
Western, 36 to 42 lbs. to dozen, lb.	.....	@32
Western, 30 to 35 lbs. to dozen, lb.	.....	@30
Fowls—Fresh—dry picked, corn fed—barrels:		
Western, dry picked, 5 lbs. and over, lb.	.....	@31
Western, dry picked, 4 1/2 lbs. each, lb.	.....	@31
Western, dry picked, 3 1/2 lbs. each, lb.	.....	@29
Western, dry picked, boxes, 3 lbs. and under	.....	@28
Old Cocks—dry picked—boxes		
Western, dry picked, 4 1/2 to 5 1/2 lbs. boxes	.....	@21
Western, scalded, lbs.	.....	@20
Ducks—		
Long Island, per lb.	.....	@22
Squabs—		
White, 12 lbs. to dozen, per dozen	.....	7.25 @ 8.00
White, 10 lbs. to dozen, per dozen	.....	6.00 @ 6.25
Culls, per doz.	.....	1.00 @ 2.00

## LIVE POULTRY.

Broilers, via express	.....	@45
Old roosters, via freight	.....	@22
Ducks, via express	.....	@20
Turkeys, via express	.....	@30
Geese, via express	.....	@10
Pigeons, per pair, via freight or express	.....	@30
Guineas, per pair, via freight or express	.....	@70

## BUTTER.

Creamery, extra (92 score)	.....	@38 1/4
Creamery, firsts (90 to 91 score)	.....	@37 1/4
Creamery, seconds	.....	@37
Creamery, lower grades	.....	@34 1/4

## EGGS.

Fresh gathered, extra, per doz.	.....	@29 1/4
Fresh gathered, extra firsts	.....	@28 1/4
Fresh gathered, firsts	.....	@26
Fresh gathered, checks, fair to choice dry	.....	@23

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

#### Ammoniates.

Ammonium sulphate, bulk, f. o. b. works, per 100 lbs.	.....	@2.00
Ammonium sulphate, double bags, per 100 lbs., f. a. a., New York	.....	@ 2.55
Blood, dried, 15-16% per unit	.....	@ 3.00
Fish scrap, dried, 11% ammonia, 15% B. P. L. bulk, f. o. b. fish factory	.....	3.30 and 10c
Fish guano, foreign, 13 @ 14% ammonia, 10% B. P. L.	.....	nominal
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f. o. b. fish factory	.....	nominal
Soda Nitrate, in bags, 100 lbs., spot	.....	@ 2.60
Soda nitrate, in bags, futures	.....	@ 2.55
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	.....	2.50 and 10c
Tankage, unground, 9-10% ammonia	.....	2.15 and 10c

#### Phosphates.

Bone meal, steamed, 3 and 50 bags per ton	.....	@26.00
Bone meal, raw, 4 1/2 and 50 bags per ton	.....	@30.00
Acid phosphate, bulk, f. o. b. Balt., per ton, 10%	.....	@ 7.50
Potash.		
Kalnit, 12.4% bulk, per ton	.....	@ 7.22
Manure salt, 20% bulk, per ton	.....	@10.25
Muriate in bags, basis 80% per ton	.....	@35.00
Sulphate, in bags, basis 90% per ton	.....	@44.00

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for week ending May 17, 1924.

	May	9	10	12	13	14	15
Chicago	.....	36 1/2	36 3/4	37	37 1/4	37 1/2	37 1/2
New York	.....	38 1/4	39	40	40	40	39 1/2
Boston	.....	39 1/2	39	39 1/2	40	40	40
Philadelphia	.....	39 1/2	40	40 1/2	40 1/2	40 1/2	40 1/2

Wholesale prices of carlot—fresh centralized butter—90 score at Chicago:

	May	9	10	12	13	14	15
Chicago	.....	36 1/2	37	37	38	37 1/2	37 1/2

## Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	Since Jan. 1—1924.
Chicago	78,900	73,900	96,513	1,188,433
New York	62,232	55,866	74,190	1,083,471
Boston	29,921	23,880	25,887	389,024
Philadelphia	21,428	17,461	17,990	334,082
Total	192,541	171,176	186,580	2,905,030

## Cold storage movement, (lbs.):

	Into storage.	Out of storage.	On hand May 17.	Cor. day of last year.
Chicago	145,069	2,700	1,042,681	242,204
New York	2,100	48,856	2,065,468	437,786
Boston	77,896	5,080	575,590	45,720
Philadelphia	9,840	610	409,490	313,400
Total	234,915	57,255	4,093,234	1,037,000



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